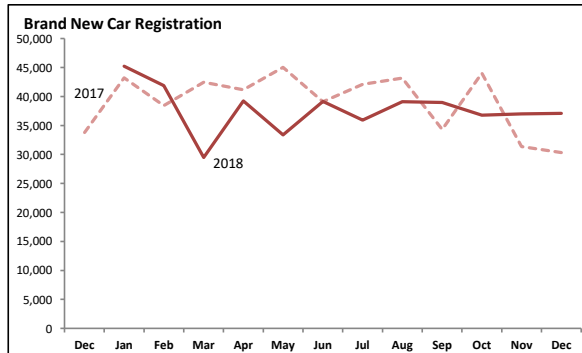


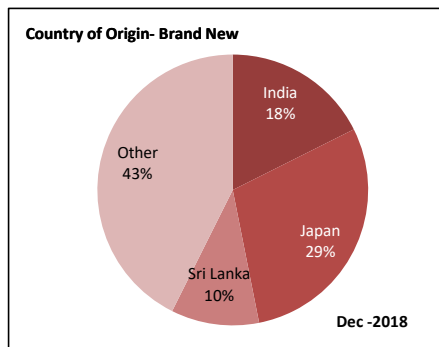
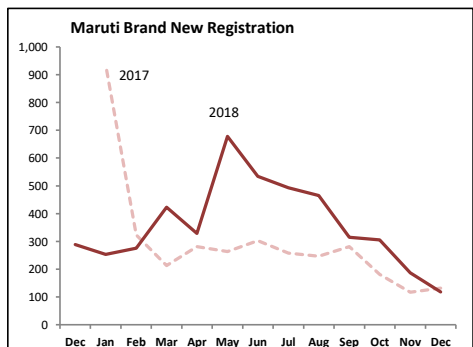
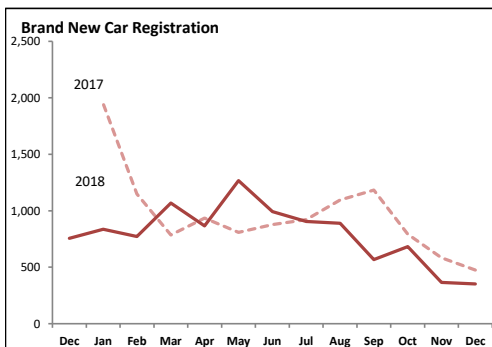
# Motor Vehicle Registration Summary

	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Number of Registrations (Brand new/ Pre-owned)</b>																									
Motor Cars	2,669	3,354	5,826	4,990	7,003	7,162	6,819	7,226	6,160	6,207	5,024	5,318	3,295	2,400	1,914	2,279	3,211	3,029	2,599	2,653	2,502	2,879	2,091	3,021	3,487
SUV and Crossovers	854	1,301	1,517	966	733	622	637	479	408	538	464	583	454	576	407	425	524	447	492	476	426	504	361	434	415
Vans	438	451	713	606	839	812	665	750	773	811	791	815	772	643	638	696	902	884	855	863	748	828	576	685	199
3-wheelers	1,332	1,314	1,932	1,418	1,670	1,675	2,050	1,205	1,469	1,515	1,471	1,544	1,236	2,270	2,155	1,946	2,100	1,788	1,876	1,667	1,452	1,299	903	3,327	6,057
2-wheelers	22,942	22,373	30,889	23,914	30,042	28,697	26,175	32,500	29,855	30,381	27,812	31,694	25,019	28,334	28,786	28,253	29,643	30,568	27,553	31,125	26,261	31,029	23,211	31,158	31,015
<b>Trucks</b>																									
Pickups	150	207	146	166	181	164	171	94	123	159	145	175	241	175	138	186	159	138	163	168	123	223	195	373	449
Mini Trucks (Payload < 1T)	178	222	359	330	382	441	394	397	390	444	387	425	495	334	347	461	310	285	286	274	224	285	298	679	883
Lite Trucks (1T< Payload ≤ 2T)	222	233	366	279	285	352	298	267	290	255	241	270	289	374	299	226	158	177	114	150	107	309	279	448	449
Medium Trucks (2T< Payload ≤ 5T)	237	240	314	266	368	344	300	347	325	339	388	397	332	355	344	382	406	382	315	252	239	348	240	222	225
Heavy Trucks (Payload ≥ 5T)	132	152	167	174	222	228	248	243	205	257	328	392	322	209	253	287	377	338	373	306	173	380	235	222	174
Buses	101	130	201	161	189	235	177	184	211	242	252	316	294	381	416	389	266	206	192	232	198	381	340	330	242
<b>Tractors</b>																									
Hand Tractors	269	258	199	139	110	169	186	220	175	142	219	223	378	284	292	204	186	214	325	280	261	212	310	518	599
Large Tractors	328	647	828	316	290	228	387	500	334	380	344	366	422	591	776	562	408	358	364	395	382	345	278	374	399
Ambulances	35	11	21		3	22	8		3	2		2	4	1	2	1	2	3	2	8	3	1	1	1	1
Motor Hearses			1				1								2	4									
Other	440	465	557	568	873	948	568	612	430	795	561	712	182	140	234	454	317	302	432	288	291	234	167	89	631
<b>Total</b>	<b>30,327</b>	<b>31,358</b>	<b>44,036</b>	<b>34,293</b>	<b>43,190</b>	<b>42,099</b>	<b>39,084</b>	<b>45,024</b>	<b>41,151</b>	<b>42,467</b>	<b>38,427</b>	<b>43,232</b>	<b>33,735</b>	<b>37,067</b>	<b>37,003</b>	<b>36,755</b>	<b>38,969</b>	<b>39,119</b>	<b>35,941</b>	<b>39,137</b>	<b>33,390</b>	<b>39,257</b>	<b>29,485</b>	<b>41,881</b>	<b>45,225</b>
<b>Financing Share</b>																									
Motor Cars	51.6%	42.6%	48.7%	49.6%	55.5%	55.0%	59.6%	57.7%	59.9%	58.3%	61.1%	56.5%	64.1%	61.5%	54.9%	55.1%	54.9%	54.1%	53.6%	49.5%	48.9%	46.7%	48.7%	57.5%	67.6%
SUV and Crossovers	30.4%	25.6%	35.6%	35.4%	39.6%	47.7%	35.9%	52.6%	56.9%	53.2%	49.8%	43.6%	50.7%	47.6%	46.9%	46.1%	45.4%	46.1%	47.0%	42.9%	41.3%	48.2%	50.1%	54.0%	61.7%
Vans	66.7%	57.6%	61.4%	55.1%	67.1%	59.6%	68.0%	74.0%	74.0%	73.2%	76.8%	72.8%	74.5%	73.1%	68.3%	71.4%	73.0%	73.2%	71.5%	69.6%	65.8%	65.3%	67.6%	72.9%	68.8%
3-wheelers	67.7%	71.5%	68.9%	63.8%	65.0%	65.6%	0.1%	66.1%	66.5%	66.2%	70.0%	69.3%	70.1%	68.8%	68.0%	65.4%	63.2%	61.4%	63.6%	59.7%	65.8%	57.7%	61.4%	88.8%	87.7%
2-wheelers	73.5%	73.6%	73.0%	71.9%	72.5%	72.7%	1.0%	73.0%	74.0%	73.0%	70.8%	71.2%	72.9%	71.0%	73.2%	73.8%	72.2%	71.2%	71.3%	71.4%	72.7%	67.3%	69.1%	65.0%	65.5%
<b>Trucks</b>																									
Pickups	46.7%	30.9%	62.3%	52.4%	69.1%	59.1%	6.4%	73.4%	73.2%	59.7%	68.3%	58.9%	61.4%	62.3%	74.6%	67.7%	67.9%	58.4%	60.7%	58.3%	51.2%	57.4%	65.6%	78.3%	81.5%
Mini Trucks(Payload < 1T)	89.3%	85.6%	88.3%	86.4%	85.6%	84.1%	12.4%	84.4%	87.4%	80.9%	89.7%	85.4%	87.5%	88.0%	84.4%	88.5%	89.0%	86.0%	72.0%	82.5%	86.6%	89.1%	90.2%	90.3%	91.3%
Lite Trucks (1T< Payload ≤ 2T)	84.7%	85.8%	86.6%	88.5%	85.6%	73.0%	9.7%	86.5%	86.6%	85.5%	84.2%	85.2%	88.9%	89.3%	86.3%	84.5%	79.7%	72.3%	81.6%	82.0%	82.2%	86.1%	92.1%	93.1%	90.6%
Medium Trucks (2T< Payload ≤ 5T)	70.9%	89.6%	85.2%	89.8%	85.1%	86.3%	38.0%	90.8%	91.4%	91.2%	89.7%	87.7%	83.7%	89.0%	86.3%	88.5%	84.7%	88.0%	89.2%	82.1%	85.8%	81.9%	83.8%	81.5%	75.6%
Heavy Trucks (Payload ≥ 5T)	78.0%	87.5%	86.8%	91.4%	83.3%	87.7%	9.0%	87.7%	88.3%	85.6%	89.0%	86.0%	79.8%	88.0%	87.7%	82.9%	88.1%	87.3%	83.9%	86.3%	90.2%	75.5%	79.1%	81.0%	85.1%
Buses	82.2%	76.9%	78.6%	83.2%	82.5%	90.6%	22.6%	90.8%	90.0%	83.5%	91.3%	92.7%	88.4%	91.9%	93.5%	84.6%	94.0%	89.3%	87.5%	89.7%	89.4%	92.9%	93.8%	90.9%	88.0%
<b>Tractors</b>																									
Hand Tractors	67.7%	77.1%	48.7%	30.9%	51.8%	50.9%	5.9%	55.0%	53.1%	59.2%	36.1%	64.9%	69.8%	51.8%	48.3%	43.6%	52.7%	52.3%	55.1%	57.5%	60.9%	48.1%	59.4%	71.0%	75.6%
Large Tractors	86.0%	89.0%	88.5%	84.2%	85.2%	83.3%	1.3%	89.0%	84.1%	78.7%	77.9%	87.5%	89.1%	90.0%	88.8%	79.0%	71.8%	71.6%	79.4%	82.5%	89.3%	61.4%	56.5%	77.0%	77.0%



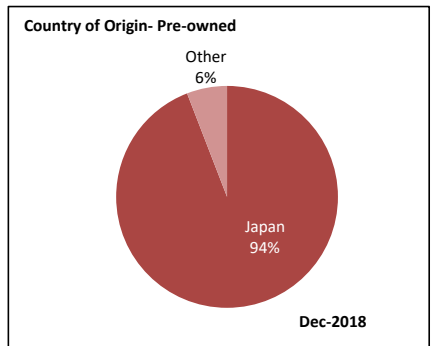
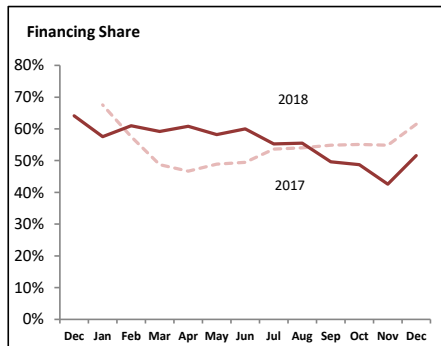
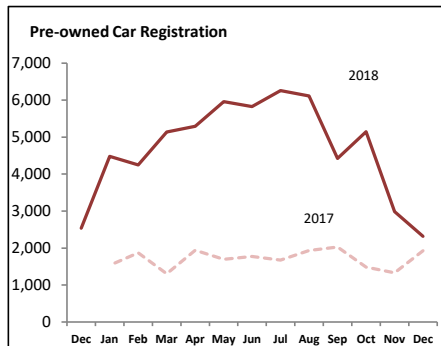
# Brand New Motor Cars

	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Total</b>	<b>2,669</b>	<b>3,354</b>	<b>5,826</b>	<b>4,990</b>	<b>7,003</b>	<b>7,162</b>	<b>6,819</b>	<b>7,226</b>	<b>6,160</b>	<b>6,207</b>	<b>5,024</b>	<b>5,318</b>	<b>3,295</b>	<b>2,400</b>	<b>1,914</b>	<b>2,279</b>	<b>3,211</b>	<b>3,029</b>	<b>2,599</b>	<b>2,653</b>	<b>2,502</b>	<b>2,879</b>	<b>2,091</b>	<b>3,021</b>	<b>3,487</b>
Brand New	352	365	683	568	890	904	992	1,267	866	1,069	773	837	756	475	584	792	1,183	1,096	922	878	808	936	786	1,149	1,948
YoY variance	-53.4%	-23.2%	17.0%	-28.3%	-24.8%	-17.5%	7.6%	44.3%	7.2%	14.2%	-1.7%	-27.2%	-61.2%	-77.4%	-73.3%	-59.3%	-31.9%	-23.8%	-38.1%	-50.3%	-53.9%	-21.1%	-26.5%	12.3%	90.4%
MoM variance	-3.6%	-46.6%	20.2%	-36.2%	-1.5%	-8.9%	-21.7%	46.3%	-19.0%	38.3%	-7.6%	10.7%	59.2%	-18.7%	-26.3%	-33.1%	7.9%	18.9%	5.0%	8.7%	-13.7%	19.1%	-31.6%	-41.0%	-7.1%
<b>Brand New</b>																									
Maruti / Suzuki	118	187	305	315	465	493	534	678	329	423	276	253	289	132	117	181	281	247	258	303	263	281	213	323	936
Celerio	19	16	74	39	60	80	65	59	2	3	6	15	53	58	44	67	89	71	89	96	94	111	85	94	309
Alto	10	40	113	67	150	112	85	76	12	17	68	117	95	64	61	104	158	143	135	190	140	132	106	229	608
Wagon R	89	131	118	209	255	296	383	543	297	253	200	114	129	1	1										
Mercedes Benz	17	11	44	10	10	20	16	30	32	47	34	52	15	27	24	17	26	33	22	16	20	22	18	25	22
Micro	11	20	16	8	58	75	58	81	64	90	79	102	105	37	44	89	89	122	86	75	127	76	166	129	237
Nissan						1		5	2	2	1	16	11	9	53	229	174	52	102	96	41	47	34	84	102
Mitsubishi																									
Perodua	66	53	114	45	94	74	71	75	83	71	101	78	56	39	51	70	81	132	120	95	80	148	87	112	136
Tata	3	6	4	6	5	6	10	12	15	36	7	15	9	10	12	8	151	203	72	32	24	35	24	39	45
Toyota	46	13	45	67	53	39	86	81	28	81	22	67	67	39	38	27	43	62	89	29	68	103	71	8	
Hyundai	9	13	32	24	59	45	50	42	60	40	44	48	48	7	37	38	163	59	45	70	41	62	57	200	
Renault	22	21	20	19	28	37	89	116	139	83	124	148	106	106	151	72	76	85	49	60	66	54	25	76	233
Others	60	41	103	74	118	114	78	147	114	196	85	58	50	115	132	126	305	222	213	201	187	273	219	361	133
<b>Brand New Breakdown</b>																									
Large car (>1,600 CC)	20	18	22	13	21	26	25	28	19	92	21	34	37	67	37	19	46	40	41	24	24	25	34	31	17
Medium car (1,000 - 1,600 CC)	47	23	81	61	38	53	58	102	91	84	72	61	34	33	33	37	38	35	36	35	29	69	61	55	92
Small car (<1,000 CC)	285	324	580	494	831	825	908	1,137	756	893	677	742	685	375	512	876	1,195	1,021	845	819	755	842	691	1,063	1,839
<b>Segment Share</b>																									
Large car (>1,600 CC)	5.7%	4.9%	3.2%	2.3%	2.4%	2.9%	2.5%	2.2%	2.2%	8.6%	2.7%	4.1%	4.9%	14.1%	6.3%	2.4%	3.9%	3.6%	4.4%	2.7%	3.0%	2.7%	4.3%	2.7%	0.9%
Medium car (1,000 - 1,600 CC)	13.4%	6.3%	11.9%	10.7%	4.3%	5.9%	5.8%	8.1%	10.5%	7.9%	9.3%	7.3%	4.5%	6.9%	5.7%	4.7%	3.2%	3.9%	4.0%	3.6%	7.4%	7.8%	4.8%	4.7%	4.7%
Small car (<1,000 CC)	81.0%	88.8%	84.9%	87.0%	93.4%	91.3%	91.5%	89.7%	87.3%	83.5%	87.6%	88.6%	90.6%	78.9%	87.7%	110.6%	101.0%	93.2%	91.6%	93.3%	93.4%	90.0%	87.9%	92.5%	94.4%
<b>Financing share</b>																									
Large car (>1,600 CC)	30.0%	38.9%	27.3%	38.5%	42.9%	50.0%		25.8%	27.2%	25.8%	24.1%	32.4%	24.4%	33.8%	43.9%	26.3%	30.4%	55.0%	26.8%	37.5%	45.8%	40.0%	24.2%	21.8%	29.4%
Medium car (1,000 - 1,600 CC)	12.8%	21.3%	34.6%	36.1%	33.9%	47.2%	20.7%	34.0%	45.4%	49.0%	32.1%	24.6%	51.5%	31.2%	38.7%	27.0%	47.3%	57.1%	30.5%	25.7%	24.1%	52.1%	42.6%	56.3%	61.9%
Small car (<1,000 CC)	55.4%	52.8%	55.0%	55.9%	55.5%	56.2%	3.9%	54.4%	50.3%	52.1%	47.2%	57.6%	52.1%	50.2%	63.8%	63.8%	57.7%	58.4%	61.6%	58.0%	58.4%	51.0%	53.6%	69.1%	72.1%
<b>Financing Share-Brand New</b>	<b>48.3%</b>	<b>42.2%</b>	<b>51.4%</b>	<b>53.3%</b>	<b>54.6%</b>	<b>55.5%</b>	<b>4.2%</b>	<b>50.3%</b>	<b>57.3%</b>	<b>54.1%</b>	<b>51.4%</b>	<b>54.2%</b>	<b>50.3%</b>	<b>46.8%</b>	<b>61.1%</b>	<b>61.6%</b>	<b>56.5%</b>	<b>58.4%</b>	<b>59.1%</b>	<b>56.4%</b>	<b>56.9%</b>	<b>50.8%</b>	<b>51.6%</b>	<b>67.1%</b>	<b>71.2%</b>



# Pre-owned Motor Cars

	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
Pre-owned	2,317	2,989	5,143	4,422	6,112	6,258	5,827	5,959	5,294	5,138	4,251	4,481	2,539	1,925	1,330	1,487	2,028	1,933	1,677	1,775	1,694	1,943	1,305	1,872	1,532
YoY variance	-8.7%	55.3%	286.7%	197.4%	201.4%	223.7%	247.5%	235.7%	212.5%	164.4%	225.7%	139.4%	65.7%	30.4%	9.3%	25.7%	59.3%	66.9%	16.8%	-6.0%	-11.3%	-9.2%	-28.7%	0.5%	-17.8%
MoM variance	-22.5%	-41.9%	16.3%	-27.7%	-2.3%	7.4%	-2.2%	12.6%	3.0%	20.9%	-5.1%	76.5%	31.9%	44.7%	-10.6%	-26.7%	4.9%	15.3%	-5.5%	4.8%	-12.8%	48.9%	-30.3%	22.2%	3.8%
<b>Pre-owned Cars Breakdown</b>																									
Toyota	1,095	1,544	2,099	1,432	1,493	1,491	1,524	1,622	1,313	1,280	1,225	1,222	585	670	593	572	850	794	697	818	836	1,016	727	1,060	762
Vitz	776	799	1,010	773	999	1,060							162												
Premio	157	351	558	335	223	197							75												
Axio	91	215	274	134	108	99							197												
Aqua	20	84	112	57	29	14							91												
Suzuki	924	1,041	2,364	2,307	3,726	3,919	3,537	3,486	3,211	3,087	2,511	2,778	1,730	999	529	685	892	804	664	631	549	569	316	473	470
Wagon R	613	665	1,596	1,649	2,615	2,846							1,580												
Alto	114	95	244	255	469	418							45												
Swift	66	103	172	113	190	165							52												
Spacia	82	102	223	205	214	260							128												
Honda	106	137	248	205	228	217	157	225	242	217	182	192	148	199	165	178	225	283	233	265	248	280	202	254	232
Nissan	33	41	79	92	142	139	80	93	67	54	33	29	7	7	4	7	12	13	11	6	15	22	24	29	25
Mazda	19	15	29	38	69	56	63	58	50	46	51	31	29	12	8	13	17	11	12	9	6	6	8	8	16
Daihatsu	50	54	116	133	235	234	228	224	242	253	117	80	5		1		4	11	11	8	13	7	5	5	
Others	90	157	208	215	219	202	238	251	169	201	132	149	35	38	30	32	32	24	49	35	32	37	21	48	27
<b>Pre-owned Cars Breakdown</b>																									
Large car (>1,600 CC)	10	14	15	16	21	34	36	35	27	28	41	52	35	69	63	37	51	34	64	48	47	44	40	85	71
Medium car (1,000 - 1,600 CC)	366	903	1,306	842	625	522	567	714	559	579	500	614	597	827	706	712	1,008	1,032	864	1,004	1,002	1,201	850	1,209	891
Small car (<1,000 CC)	1,941	2,072	3,822	3,564	5,466	5,702	5,224	5,210	4,708	4,531	3,710	3,815	2,006	1,097	561	792	1,025	867	749	723	645	698	415	578	577
<b>Segment Share</b>																									
Large car (>1,600 CC)	0.4%	0.5%	0.3%	0.4%	0.3%	0.5%	0.6%	0.6%	0.5%	0.5%	1.0%	1.2%	1.4%	3.6%	4.7%	2.5%	2.5%	1.8%	3.8%	2.7%	2.8%	2.3%	3.1%	4.5%	4.6%
Medium car (1,000 - 1,600 CC)	15.8%	30.2%	25.4%	19.0%	10.2%	8.3%	9.7%	12.0%	10.6%	11.3%	11.8%	13.7%	23.5%	43.0%	53.1%	47.9%	49.7%	53.4%	51.5%	56.6%	59.1%	61.8%	65.1%	64.6%	58.2%
Small car (<1,000 CC)	83.8%	69.3%	74.3%	80.6%	89.4%	91.1%	89.7%	87.4%	88.9%	88.2%	87.3%	85.1%	79.0%	57.0%	42.2%	53.3%	50.5%	44.9%	44.7%	40.7%	38.1%	35.9%	31.8%	30.9%	37.7%
<b>Financing type(Pre-owned)</b>																									
Direct Purchase	1,122	1,716	2,637	2,228	2,720	2,797	2,331	2,490	2,073	2,095	1,657	1,902	911	741	600	668	915	888	778	897	866	1,036	669	795	497
Lease	1,021	1,096	2,133	1,907	3,005	3,030	3,011	3,013	2,790	2,645	2,239	2,227	1,378	989	611	676	898	845	703	709	680	747	502	923	890
Mortgages	174	177	373	287	387	431	485	456	431	398	355	352	250	195	119	143	215	200	196	169	148	160	134	154	145
<b>Total</b>	<b>2,317</b>	<b>2,989</b>	<b>5,143</b>	<b>4,422</b>	<b>6,112</b>	<b>6,258</b>	<b>5,827</b>	<b>5,959</b>	<b>5,294</b>	<b>5,138</b>	<b>4,251</b>	<b>4,481</b>	<b>2,539</b>	<b>1,925</b>	<b>1,330</b>	<b>1,487</b>	<b>2,028</b>	<b>1,933</b>	<b>1,677</b>	<b>1,775</b>	<b>1,694</b>	<b>1,943</b>	<b>1,305</b>	<b>1,872</b>	<b>1,532</b>
<b>Financing Share</b>	51.6%	42.6%	48.7%	49.6%	55.5%	55.3%	60.0%	58.2%	60.8%	59.2%	61.0%	57.6%	64.1%	61.5%	54.9%	55.1%	54.9%	54.1%	53.6%	49.5%	48.9%	46.7%	48.7%	57.5%	67.6%



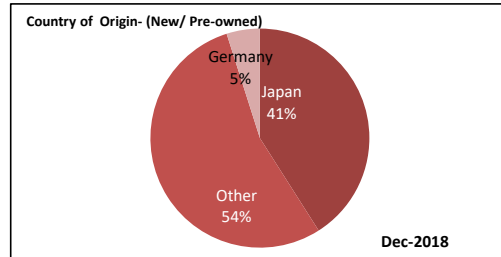
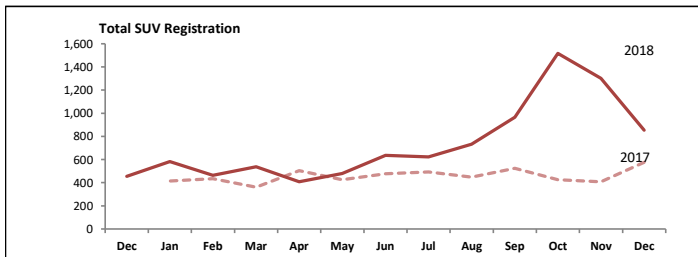
# Premium Motor Cars



	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Premium Brands- Total</b>	<b>97</b>	<b>158</b>	<b>207</b>	<b>185</b>	<b>172</b>	<b>198</b>	<b>227</b>	<b>286</b>	<b>189</b>	<b>222</b>	<b>188</b>	<b>206</b>	<b>53</b>	<b>82</b>	<b>62</b>	<b>56</b>	<b>80</b>	<b>62</b>	<b>94</b>	<b>64</b>	<b>50</b>	<b>66</b>	<b>54</b>	<b>67</b>	<b>49</b>
Premium Brands- Brand New	32	28	60	34	31	59	51	86	45	63	52	73	23	55	39	30	54	46	49	35	29	34	37	32	28
Mercedes Benz	17	11	41	10	10	20	16	30	30	47	34	52	13	27	24	17	26	33	22	16	20	22	18	25	22
C-Class	8	8	32	1	1	4	3	4	18	32	25	39	5	5	8	6	6	6	9	8	11	7	12	10	14
E-Class	7	3	8	3	5	12	9	9	5	6	4	11	8	19	14	8	14	25	11	7	8	14	3	7	8
S-Class			1	1	1	1	1	3	2	1				3		2	1	1	1	1	1		3	6	
BMW	6	9	4	3	8	11	5	9	5	9	5	4	1	5	4	3	9	1	3	6	3	8	8	5	
3 series																									
5 series	3	4	4	1	1	1	1	3	2	6		1	1	2	3	2	6	1	1	1		2	2	3	
Audi	7	4	13	17	9	17	15	18	1	1	2	2	7	9	8	8	9	6	18	7	1	1	6	2	
A1							2	1																	
A3	6	2	11	13		3	5	2																	
A4		2	2	2	2	2	4	7	1		1	1		2	1	3	1	5	6	4	1				
A6				1		1	1	1		1	1	1	1	1	4	2	8	3	10	3		1	2	2	
Lexus																									
HS250																									
LS600																									
Porsche	1	1		2	1	1	1	1	1		2	1		1	1		3	1	3	2	2	1	2	2	
Volvo			1				2							3			2		1		1	1	1	1	
Peugeot						6	8	2	4	6	6	2	1	2		2	2	3	1		1	1			
Jaguar	1	3	1		2	5	3	4	2		2	7	1	8	2		5		2	3	2	1	3		
Rolls-Royce																									
Premium Brands- Pre-owned	65	130	147	151	141	139	176	200	144	159	136	133	34	27	23	26	26	16	45	29	21	32	17	35	21
Mercedes Benz	23	31	28	26	28	27	44	60	34	37	29	23	8	10	9	10	12	9	19	10	12	22	14	25	14
C-Class	21	27	10	12	1	7	18		29	29	21	20	3	2	2	3	4	1	6	5	2	5	5	10	9
E-Class	1	1	1	3		2	3		5	4	8	3	5	8	6	7	8	5	11	3	8	14	3	4	3
S-Class		3				1									1		1	1	1	1	1	1	2	2	1
BMW	17	54	63	63	63	46	75	78	66	76	56	54	19	15	12	15	14	6	25	18	8	9	2	9	7
3 series	11	36	52	47	29	15	31		24	40	24	30	1			3	2		2	2	1	1	1	1	1
5 series		1		2	1	3	3		5	2			3	9	8	7	8	2	14	5	2	2	1	1	2
7 series	3	4	8	8	8	9	12		9	15															
i8			3	2	2	3	2		8	5															
Audi	25	45	56	60	45	61	53	56	42	43	51	54	7	1											
A1	7	10	26	14	15	15	25	19	17	22	24	31	4												
A3	11	23	22	22	17	19	12	17	13	18	17	18													
A4	5	5	8	14	2	5	1		8	3		4													
A6						1																			
Jaguar			1						1	1		1		1								1	1		
Rolls-Royce																									
<b>Electric(New/Preowned)</b>	<b>5</b>	<b>6</b>	<b>5</b>	<b>8</b>	<b>38</b>	<b>15</b>	<b>10</b>	<b>24</b>	<b>9</b>	<b>14</b>	<b>27</b>	<b>18</b>	<b>6</b>	<b>5</b>	<b>3</b>	<b>8</b>	<b>11</b>	<b>17</b>	<b>13</b>	<b>9</b>	<b>16</b>	<b>31</b>	<b>26</b>	<b>40</b>	<b>29</b>
Nissan-Leaf	3	3	5	6	16	12	9	20	6	13	23	16	6	3	2	5	10	13	9	6	14	22	20	26	23
Other	2	3		2	22	3	1	4	3	1	4	2	2	2	1	3	1	4	4	3	2	9	6	14	6

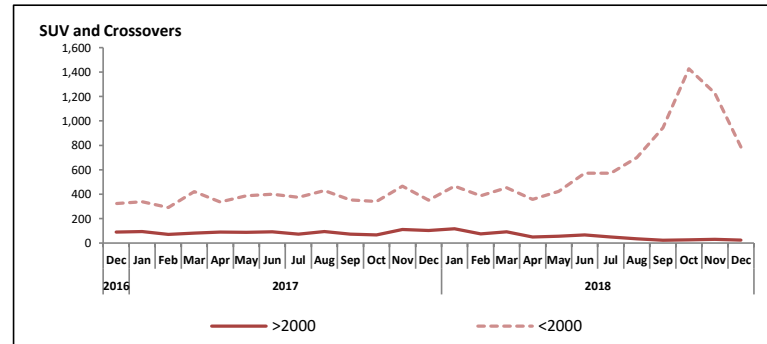
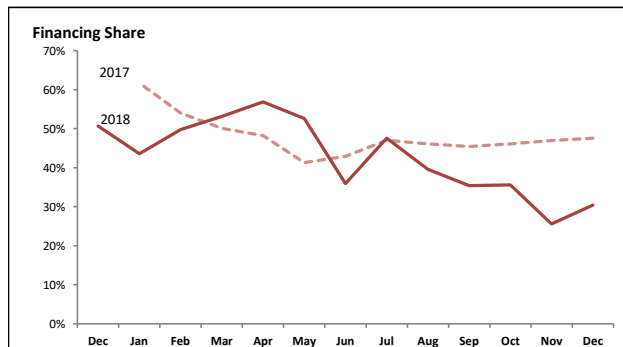
# SUV & Crossovers

	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Total</b>	<b>854</b>	<b>1,301</b>	<b>1,517</b>	<b>966</b>	<b>733</b>	<b>622</b>	<b>637</b>	<b>479</b>	<b>408</b>	<b>538</b>	<b>464</b>	<b>583</b>	<b>454</b>	<b>576</b>	<b>407</b>	<b>425</b>	<b>524</b>	<b>447</b>	<b>492</b>	<b>476</b>	<b>426</b>	<b>504</b>	<b>361</b>	<b>434</b>	<b>415</b>
Brand New	514	534	455	260	309	315	261	1,106	61	119	102	149	137	109	82	80	158	112	124	96	82	76	96	130	153
Pre-owned	340	767	1,062	706	424	307	376	371	347	419	362	434	317	467	325	345	366	335	368	380	344	428	265	304	262
<b>YoY variance</b>																									
Brand New	275.2%	389.9%	454.9%	225.0%	95.6%	181.3%	110.5%	1052.1%	-25.6%	56.6%	6.3%	14.6%	-10.5%	-23.8%	-51.2%	-33.9%	-27.9%	-41.4%	-49.4%	-61.8%	-63.6%	-49.0%	-29.4%	-20.2%	-6.1%
Pre-owned	7.3%	64.2%	226.8%	104.6%	15.8%	-8.4%	2.2%	-2.4%	0.9%	-2.1%	36.6%	42.8%	21.0%	39.8%	14.8%	43.2%	51.9%	50.2%	-0.5%	-24.5%	-28.9%	-7.2%	-39.1%	-24.0%	-34.5%
Total	88.1%	125.9%	272.7%	127.3%	39.9%	39.1%	29.5%	0.2%	-4.2%	6.7%	28.5%	34.3%	9.4%	20.8%	-9.8%	17.4%	13.9%	8.0%	-20.0%	-36.9%	-39.9%	-17.4%	-36.8%	-22.9%	-26.3%
<b>MoM variance</b>																									
Brand New	-3.7%	17.4%	75.0%	-15.9%	-1.9%	20.7%	-76.4%	1713.1%	-48.7%	16.7%	-31.5%	8.8%	25.7%	32.9%	2.5%	-49.4%	41.1%	-9.7%	29.2%	17.1%	7.9%	-20.8%	-26.2%	-15.0%	7.0%
Pre-owned	-55.7%	-27.8%	50.4%	66.5%	38.1%	-18.4%	1.3%	6.9%	-17.2%	15.7%	-16.6%	36.9%	-32.1%	43.7%	-5.8%	-5.7%	9.3%	-9.0%	-3.2%	10.5%	-19.6%	61.5%	-12.8%	16.0%	-21.6%
Total	-34.4%	-14.2%	57.0%	31.8%	17.8%	-2.4%	33.5%	16.9%	-24.2%	15.9%	-20.4%	28.4%	-21.2%	41.5%	-4.2%	-18.9%	17.2%	-9.1%	3.4%	11.7%	-15.5%	39.6%	-16.8%	4.6%	-13.0%
<b>SUV &amp; Crossovers Breakdown (New/ Pre-owned)</b>																									
Toyota	361	385	557	304	247	199	259	203	216	260	213	290	154	181	119	110	138	96	93	111	107	94	59	65	60
Prado	9	2	12	3	13	18	31	35	28	39	44	73	61	80	42	42	55	56	54	66	66	43	32	46	34
Land Cruiser	4	16	4	9	14	20	29	5	6	10	13	9	12	7	10	5	14	6	5	6	6	18	19	14	23
C-HR	148	339	461	279	187	113	145	155	164	151	124	171	41												
Honda	134	274	392	323	180	51	113	111	88	118	132	147	170	279	208	235	228	231	266	260	230	320	191	207	169
Vezeel	56	195	306	231	140	35	67	90	88	114	123	132	164	275	207	232	221	229	262	260	231	320	191	207	169
Mitsubishi	99	206	76	2	1	4		10	6	2	8	20	18	6	6	9	10	9	19	16	14	11	13	26	21
Eclipse	80	194	57	27																					
Montero				1				6	5	2	10		6	3		2	1				3	2	3	9	4
Kia	1	2					2	2	1	5	10		10	14	3		4			1			1	1	1
Sorento	1						2	2	1	5	10		10	14	1		4								
BMW	14	47	72	47	6	18	9	4	5	5	3	4	6	3		3	9	9	15	10	9	9	13	19	26
X3													1	3			1	2	2		3				2
X5	1		2	1	4	2	2	3	5	5	3	4	4			3	7	7	13	10	7	9	13	19	24
Audi	26	47	75	36	59	72	66	85	52	36	21	9	8	21	4	6	32	14	20	26	7	6	9	16	17
Q2	7	40	59	29	50	63	52	66	41	20															
Q3	3	5	11	5	2	4	10	11	4	9	2	3	2	1	1	1	5	2	2	4			2	4	
Q7		2	5	1	6	5	4	2	8	6	6	6	6	13	3	5	17	18	18	22	5	5	6	11	16
Land Rover	13	10	25	18	13	12	8	7	6	3	8	24	15	11	8	7	14	5	6	7	7	9	12	5	
Discovery	4	2	5	7	1	5	3	7	6	3	3	22													
Range Rover	9	8	20	6	9	7	3	8	9	14	6	7													
Velar	2	2	2			3		3	3	11		3													
Vogue	3	2	1		1		1					1													
Sport	3	4	7	4	2		1	5	6	3	6	2													
DFSK	3	14	16	9	13	2	1	6	11	6	4		6	3		1	6	10	3	5	3	9	18	36	44
Micro/Ssang Yong	7	11	7	5	13	4	3	10		8	7	11	32	15	27	29	49	26	12	6	29	5	15	2	5
Nissan	2	11	10	9	6	3	7	5	2	4	11	6	20	24	6	9	6	10	5	9	13	21	20	30	36
Peugeot	40	96	58	52	38	14																			
M.G	96	136	145	93	123	207	124	14																	
Other	61	76	100	68	47	38	46	28	39	104	64	86	36	26	31	17	31	39	54	30	12	27	22	32	28



# SUV & Crossovers

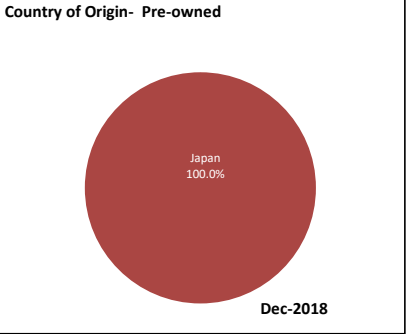
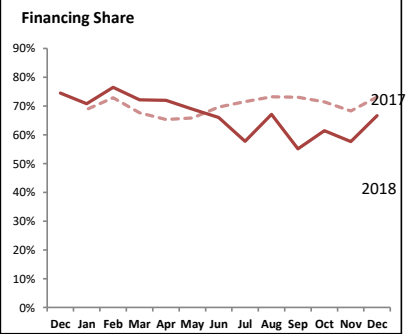
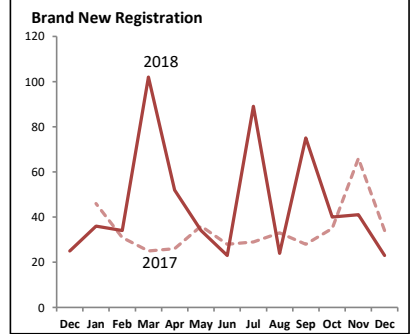
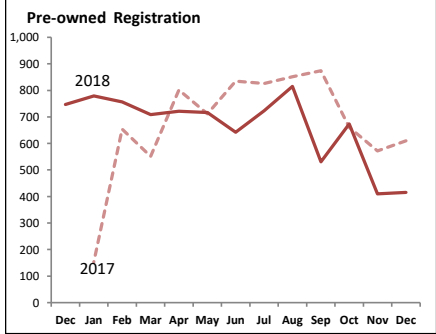
	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>SUV &amp; Crossovers Breakdown (New/ Pre-owned)</b>																									
Crossovers (<= 1,500 CC)	787	1,229	1,427	943	699	573	571	424	358	454	388	466	352	465	340	353	430	375	399	388	337	422	291	339	324
Crossovers (1,500CC-2,000 CC)	43	41	64	44																					
SUV (>2,000CC)	24	31	26	23	34	49	66	55	50	92	76	117	102	111	67	72	94	72	93	88	89	82	70	95	91
<b>Financing type- (New/ Pre-owned)</b>																									
Direct Purchase	594	968	977	624	443	326	408	227	176	252	233	329	224	302	216	229	286	241	261	272	250	261	180	200	159
Lease	212	260	429	290	247	254	180	212	197	238	202	209	189	230	162	157	202	160	187	178	153	200	145	206	218
Mortgages	48	73	111	52	43	42	49	40	35	48	29	45	41	44	29	39	36	46	44	26	23	43	36	28	38
<b>Total</b>	<b>854</b>	<b>1,301</b>	<b>1,517</b>	<b>966</b>	<b>733</b>	<b>622</b>	<b>637</b>	<b>479</b>	<b>408</b>	<b>538</b>	<b>464</b>	<b>583</b>	<b>454</b>	<b>576</b>	<b>407</b>	<b>425</b>	<b>524</b>	<b>447</b>	<b>492</b>	<b>476</b>	<b>426</b>	<b>504</b>	<b>361</b>	<b>434</b>	<b>415</b>
<b>Financing Share</b>	<b>30.4%</b>	<b>25.6%</b>	<b>35.6%</b>	<b>35.4%</b>	<b>39.6%</b>	<b>47.6%</b>	<b>35.9%</b>	<b>52.6%</b>	<b>56.9%</b>	<b>53.2%</b>	<b>49.8%</b>	<b>43.6%</b>	<b>50.7%</b>	<b>47.6%</b>	<b>46.9%</b>	<b>46.1%</b>	<b>45.4%</b>	<b>46.1%</b>	<b>47.0%</b>	<b>42.9%</b>	<b>41.3%</b>	<b>48.2%</b>	<b>50.1%</b>	<b>54.0%</b>	<b>61.7%</b>



# Hybrids

	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Total</b>	<b>1,057</b>	<b>1,585</b>	<b>2,917</b>	<b>2,710</b>	<b>3,786</b>	<b>3,838</b>	<b>3,638</b>	<b>3,850</b>	<b>3,292</b>	<b>3,341</b>	<b>2,685</b>	<b>2,980</b>	<b>2,590</b>	<b>2,039</b>	<b>1,405</b>	<b>1,601</b>	<b>2,049</b>	<b>2,002</b>	<b>1,821</b>	<b>1,820</b>	<b>1,682</b>	<b>2,023</b>	<b>1,330</b>	<b>1,856</b>	<b>1,527</b>
<b>Motor Cars</b>	<b>982</b>	<b>1,369</b>	<b>2,588</b>	<b>2,452</b>	<b>3,547</b>	<b>3,797</b>	<b>3,566</b>	<b>3,747</b>	<b>3,208</b>	<b>3,190</b>	<b>2,547</b>	<b>2,827</b>	<b>2,275</b>	<b>1,724</b>	<b>1,157</b>	<b>1,263</b>	<b>1,706</b>	<b>1,726</b>	<b>1,506</b>	<b>1,508</b>	<b>1,411</b>	<b>1,644</b>	<b>1,084</b>	<b>1,572</b>	<b>1,278</b>
Brand New	109	147	128	216	259	307	399	570	305	424	210	124	139	26	29	13	21	15	13	11	17	26	17	14	6
Pre-Owned	873	1,222	2,460	2,236	3,288	3,490	3,167	3,177	2,658	2,766	2,331	2,703	2,136	1,698	1,128	1,250	1,685	1,711	1,493	1,497	1,394	1,618	1,067	1,558	1,272
<b>MoM Variance</b>																									
Brand New	-25.9%	14.8%	-40.7%	-16.6%	-15.6%	-23.1%	-30.0%	86.9%	-28.1%	101.9%	69.4%	-10.8%	434.6%	-10.3%	123.1%	-38.1%	40.0%	15.4%	18.2%	-35.3%	-34.6%	52.9%	21.4%	133.3%	-80.0%
Pre-Owned	-28.6%	-50.3%	10.0%	-32.0%	-5.8%	10.2%	-0.3%	19.5%	-3.9%	18.7%	-13.8%	26.5%	25.8%	50.5%	-9.8%	-25.8%	-1.5%	14.6%	-0.3%	7.4%	-13.8%	51.6%	-31.5%	22.5%	1.5%
<b>New/Pre-Owned breakdown</b>																									
<b>Honda</b>	16	56	90	51	32	25	32	64	63	88	89	100	132	187	155	178	224	283	230	265	248	280	201	252	232
Fit	3	9	20	17	8	5	9	18	22	20	33	38	42	56	44	80	82	99	101	114	113	119	96	112	113
Grace	11	39	60	30	16	17	21	39	38	53	47	43	75	131	89	87	125	157	111	135	136	151	95	116	108
<b>Toyota</b>	129	334	412	222	143	121	146	157	199	186	193	232	299	422	386	372	552	559	493	539	544	697	492	774	564
Aqua	19	81	112	55	28	14	20	28	38	40	54	71	91	141	145	162	179	204	187	192	207	239	168	257	221
Prius	13	6	1	1	3	2	2	5	1	2	7	8	7	16	17	10	15	15	17	21	15	14	22	49	40
Axio	90	208	264	124	100	89	114	112	138	120	113	108	201	256	206	183	339	337	273	311	296	429	293	457	277
<b>Suzuki</b>	810	948	2,038	2,124	3,283	3,559	3,287	3,432	2,864	2,819	2,187	2,439	1,791	1,061	565	677	881	855	729	664	577	626	360	511	455
WagonR	700	664	1,590	1,824	2,643	2,898	2,856	2,985	2,587	2,380	1,836	1,883	1,699	930	490	630	827	713	611	563	512	501	280	412	377
Other	27	31	48	55	89	92	101	94	82	97	78	56	53	54	51	36	49	29	54	40	42	41	31	35	27
<b>Premium Brands(New/Pre-owned)</b>																									
Mercedes Benz	7	6	1	3	1	11	12	10	7	8	4	8	11	21	25	12	18	14	26	15	23	28	16	19	11
Porche- Panamera	1																								
BMW- Active hybrid				17		24		24	26	34	25	21	11	17	14	11	17	6	17	16	9	6	6	7	3
Lexus																									
Financing Share(New/Pre-owned)																									
Financing share	57.9%	50.0%	59.5%	59.3%	63.5%	63.6%	61.4%	66.3%	66.7%	63.9%	66.2%	63.5%	67.9%	63.4%	58.5%	58.6%	58.7%	57.5%	57.3%	54.1%	53.1%	50.9%	52.2%	60.6%	71.0%
<b>SUV</b>	<b>75</b>	<b>215</b>	<b>329</b>	<b>254</b>	<b>147</b>	<b>41</b>	<b>71</b>	<b>100</b>	<b>82</b>	<b>131</b>	<b>136</b>	<b>145</b>	<b>187</b>	<b>313</b>	<b>231</b>	<b>256</b>	<b>259</b>	<b>260</b>	<b>304</b>	<b>305</b>	<b>265</b>	<b>368</b>	<b>238</b>	<b>275</b>	<b>242</b>
Brand New	12	5	13	2	4	3	2	2	4	5	2	2	4	2	4	6		1	6	4	5	9	10	5	7
<b>New/Pre-owned Breakdown</b>																									
Honda -Vezel	59	195	303	242	136	35	67	90	75	112	123	132	164	280	206	226	221	229	263	259	229	320	189	206	169
Mitsubishi - Outlander		1	1	1	1	1		2	1	2	1	3	4	3	5	2	7	7	11	12	11	7	10	16	14
Toyota		3	1	1	2	2	1	3	1	7	5	5	10	19	15	1	1	1	1	1	1	1	1	1	1
BMW-X5	1		2	1	4	2	2	3	5	5	2	4	4	3		3	9	7	13	10	4	9	13	18	24
Nissan - X Trail				1	1			2			1		3	6	5	9	4	8	5	9	12	20	20	30	33
Financing share	44.0%	23.7%	34.0%	32.3%	35.4%	51.2%	60.6%	54.1%	55.6%	52.3%	53.6%	49.0%	61.5%	57.8%	54.1%	52.0%	52.4%	50.8%	53.6%	49.8%	46.4%	51.4%	70.0%	60.0%	68.2%
<b>Vans</b>				2							3	1	123	71	50	79	83	81	91	62	56	88	63	82	12
Brand New											2														
Pre-Owned											1														
Toyota Mini vans				1	3						3														
ALPHARD/ESQUIRE				1	2																				
NOAH/VOXY					1																				
Suzuki					2																				
Other				1	2							1													
Financing Share					50.0%						33.3%	100.0%	68.0%	78.8%	80.0%	65.0%	67.9%	50.0%	48.3%	54.6%	59.0%	51.0%	62.0%	55.0%	80.0%

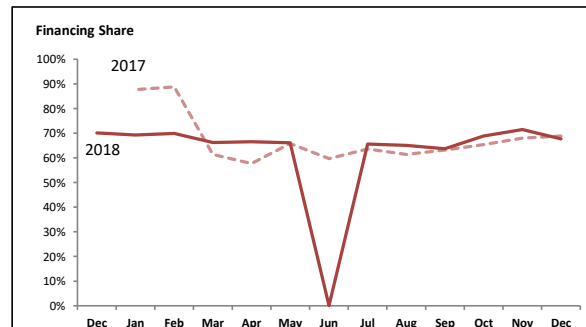
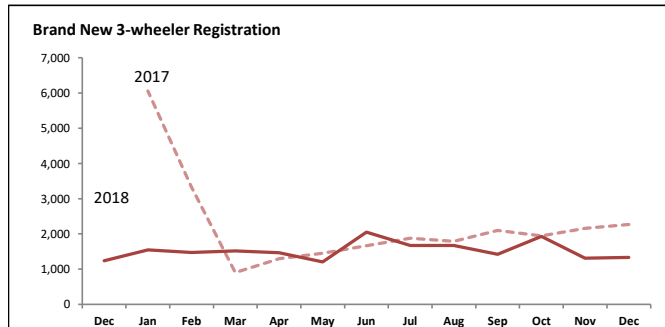
	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Total</b>	<b>438</b>	<b>451</b>	<b>713</b>	<b>606</b>	<b>839</b>	<b>812</b>	<b>665</b>	<b>750</b>	<b>773</b>	<b>811</b>	<b>791</b>	<b>815</b>	<b>772</b>	<b>643</b>	<b>638</b>	<b>696</b>	<b>902</b>	<b>884</b>	<b>855</b>	<b>863</b>	<b>748</b>	<b>828</b>	<b>576</b>	<b>685</b>	<b>199</b>
Brand New	23	41	40	75	24	89	23	34	52	102	34	36	25	34	66	35	28	33	29	28	36	26	25	31	46
YoY variance	-8.0%	20.6%	-39.4%	114.3%	-14.3%	169.7%	-20.7%	21.4%	44.4%	292.3%	36.0%	16.1%	-45.7%	9.7%	34.7%	9.4%	-62.7%	-74.0%	-73.4%	-69.6%	-47.8%	-79.7%	-69.5%	-36.7%	-6.1%
MoM variance	-43.9%	2.5%	-46.7%	212.5%	-73.0%	287.0%	-32.4%	-34.6%	-49.0%	200.0%	-5.6%	44.0%	-26.5%	-48.5%	88.6%	25.0%	-15.2%	13.8%	3.6%	-22.2%	38.5%	4.0%	-19.4%	-32.6%	48.4%
Pre-owned	415	410	673	531	815	723	642	716	721	709	757	779	747	610	572	661	874	851	826	835	712	802	551	654	153
YoY variance	-100.0%	-32.8%	17.7%	-19.7%	-6.8%	-15.0%	-22.3%	-14.3%	1.3%	-11.6%	37.4%	19.1%	388.2%	784.1%	429.6%	465.0%	528.8%	627.4%	339.4%	267.8%	206.9%	166.4%	95.4%	110.3%	-50.8%
MoM variance	1.2%	-39.1%	26.7%	-34.8%	12.7%	12.6%	-10.3%	-0.7%	1.7%	-6.3%	-2.8%	4.3%	22.5%	6.6%	-13.5%	-24.4%	2.7%	3.0%	-1.1%	17.3%	-11.2%	45.6%	-15.7%	327.5%	121.7%
<b>Pre-owned Breakdown</b>																									
Daihatsu	15	11	26	23	24	32	26	24	45	44	47	27	23	33	20	21	29	21	22	20	23	32	20	18	5
Toyota	78	77	160	118	171	135	132	102	130	111	117	146	102	135	149	120	144	134	135	151	111	126	85	93	44
Mazda	6	5	10	10	9	5	11	14	8	7	18	12	11	5	9	9	8	19	7	11	9	16	7	12	1
Mitsubishi	8	6	13	10	15	12	8	14	19	20	15	18	15	13	9	20	12	12	12	16	13	14	4	13	1
Nissan	77	93	99	93	131	109	88	93	104	113	121	103	100	86	63	86	103	111	110	115	87	84	57	91	16
Suzuki	223	208	349	256	411	389	354	382	374	380	411	454	494	335	322	404	573	548	535	520	467	526	375	420	84
Others	8	10	16	21	54	41	23	87	41	34	28	19	2	3	3	1	5	6	5	2	2	4	3	7	2
<b>Van Breakdown (New/ Pre-owned)</b>																									
Mini van (< 1000 CC)	363	338	555	433	691	604	525	588	571	574	619	603	614	449	389	523	699	693	664	657	585	653	452	541	103
Mid size van (>1000CC)	75	113	158	173	148	208	140	162	202	237	172	212	156	194	249	173	203	191	191	206	163	175	124	144	96
<b>Financing type</b>																									
Direct Purchase	146	191	275	272	276	343	226	233	217	226	186	238	197	173	178	199	238	242	252	263	257	283	194	189	62
Lease	252	229	391	294	512	435	389	468	490	509	543	519	514	406	415	445	570	546	524	526	420	483	329	450	125
Mortgages	40	31	47	40	51	34	50	49	66	76	62	58	61	64	45	52	94	96	79	74	71	62	53	46	12
<b>Total</b>	<b>438</b>	<b>451</b>	<b>713</b>	<b>606</b>	<b>839</b>	<b>812</b>	<b>665</b>	<b>750</b>	<b>773</b>	<b>811</b>	<b>791</b>	<b>815</b>	<b>772</b>	<b>643</b>	<b>638</b>	<b>696</b>	<b>902</b>	<b>884</b>	<b>855</b>	<b>863</b>	<b>748</b>	<b>828</b>	<b>576</b>	<b>685</b>	<b>199</b>
<b>Financing Share</b>	<b>66.7%</b>	<b>57.6%</b>	<b>61.4%</b>	<b>55.1%</b>	<b>67.1%</b>	<b>57.8%</b>	<b>66.0%</b>	<b>68.9%</b>	<b>71.9%</b>	<b>72.1%</b>	<b>76.5%</b>	<b>70.8%</b>	<b>74.5%</b>	<b>73.1%</b>	<b>68.3%</b>	<b>71.4%</b>	<b>73.0%</b>	<b>73.2%</b>	<b>71.5%</b>	<b>69.6%</b>	<b>65.8%</b>	<b>65.3%</b>	<b>67.6%</b>	<b>72.9%</b>	<b>68.8%</b>
<b>Hybrids</b>				<b>2</b>	<b>7</b>						<b>3</b>	<b>1</b>	<b>123</b>	<b>71</b>	<b>50</b>	<b>79</b>	<b>83</b>	<b>82</b>	<b>31</b>	<b>62</b>	<b>56</b>	<b>88</b>	<b>63</b>	<b>82</b>	<b>12</b>
Toyota Mini vans				1	3						3			1		1	2	3	1	2	3	2	5	5	
ALPHARD/VELLFIRE				1	2											1	2	1	1	1	1			2	
NOAH/VOXY					1									1		1		2	1	1	2	1	4	3	
Suzuki					4								123	70	50	78	82	79	88	61	54	82	57	71	7
Other				1					1			1													





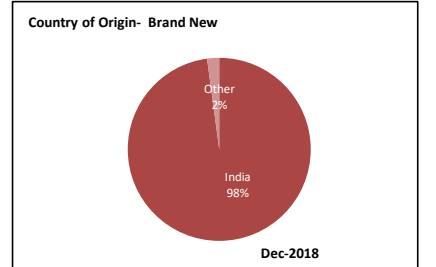
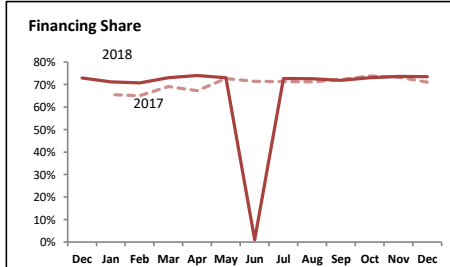
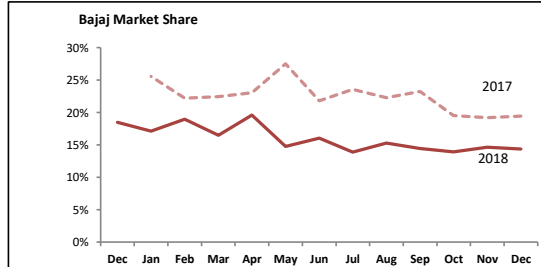
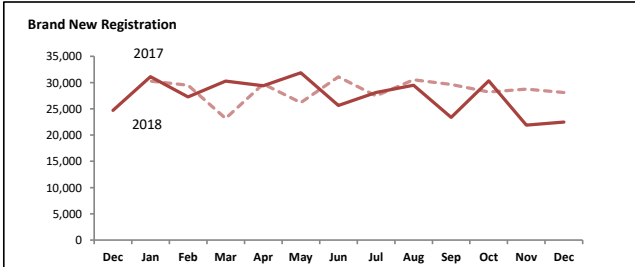
# 3-Wheelers

	2018													2017													2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec		
<b>Brand New</b>	<b>1,332</b>	<b>1,314</b>	<b>1,932</b>	<b>1,418</b>	<b>1,670</b>	<b>1,675</b>	<b>2,050</b>	<b>1,205</b>	<b>1,469</b>	<b>1,515</b>	<b>1,471</b>	<b>1,544</b>	<b>1,236</b>	<b>2,270</b>	<b>2,155</b>	<b>1,946</b>	<b>2,100</b>	<b>1,788</b>	<b>1,876</b>	<b>1,667</b>	<b>1,452</b>	<b>1,299</b>	<b>903</b>	<b>3,327</b>	<b>6,057</b>		
YoY variance	7.8%	-42.1%	-10.3%	-27.1%	-20.5%	-6.3%	9.3%	-27.7%	1.2%	16.6%	62.9%	-53.6%	-79.6%	-62.8%	-52.1%	-56.4%	-51.8%	-51.6%	-73.2%	-71.0%	-65.5%	-67.3%	-69.3%	-4.1%	74.7%		
MoM variance	1.4%	-32.0%	36.2%	-15.1%	-0.3%	-18.3%	70.1%	-18.0%	-3.0%	3.0%	-4.7%	24.9%	-45.6%	5.3%	10.7%	-7.3%	17.4%	-4.7%	12.5%	14.8%	11.8%	43.9%	-72.9%	-45.1%	-0.7%		
<b>Brand New Breakdown</b>																											
Bajaj	1,206	1,195	1,782	1,268	1,483	1,554	1,921	1,083	1,370	1,399	1,339	1,404	1,099	2,075	1,900	1,757	1,949	1,645	1,775	1,540	1,364	1,172	756	2,856	5,621		
Piaggio	23	31	39	46	73	65	69	74	49	53	59	50	59	121	182	112	86	91	71	75	61	70	80	198	182		
TVS	82	76	93	66	81	49	52	40	44	52	69	81	71	65	65	65	33	38	19	41	22	46	63	267	249		
Mahindra	18	12	15	34	28	2	4	1	6	3	3	5	5	8	4	10	15	6	5	6		1					
Others	3		3	4	5	5	4	7		8	1	4	2	1	4	2	17	8	6	5	5	10	4	6	5		
<b>Brand New Segment Share</b>																											
Bajaj	90.5%	90.9%	92.2%	89.4%	88.8%	92.8%	93.7%	89.9%	93.3%	92.3%	91.0%	90.9%	88.9%	91.4%	88.2%	90.3%	92.8%	92.0%	94.6%	92.4%	93.9%	90.2%	83.7%	85.8%	92.8%		
Piaggio	1.7%	2.4%	2.0%	3.2%	4.4%	3.9%	3.4%	6.1%	3.3%	3.5%	4.0%	3.2%	4.8%	5.3%	8.4%	5.8%	4.1%	5.1%	3.8%	4.5%	4.2%	5.4%	8.9%	6.0%	3.0%		
TVS	6.2%	5.8%	4.8%	4.7%	4.9%	2.9%	2.5%	3.3%	3.0%	3.4%	4.7%	5.2%	5.7%	2.9%	3.0%	3.3%	1.6%	2.1%	1.0%	2.5%	1.5%	3.5%	7.0%	8.0%	4.1%		
Mahindra	1.4%	0.9%	0.8%	2.4%	1.7%	0.1%	0.2%	0.1%	0.4%	0.2%	0.2%	0.3%	0.4%	0.4%	0.2%	0.5%	0.7%	0.3%	0.3%	0.4%		0.1%					
Others	0.2%		0.2%	0.3%	0.3%	0.3%	0.2%	0.6%		0.5%	0.1%	0.3%	0.2%	0.0%	0.2%	0.1%	0.8%	0.4%	0.3%	0.3%	0.3%	0.8%	0.4%	0.2%	0.1%		
<b>Financing type</b>																											
Direct Purchase	430	375	601	514	584	576	2,048	408	492	512	442	474	369	708	690	674	772	691	686	671	497	550	349	373	747		
Lease	899	940	1,327	904	1,085	1,098	2	793	976	1,002	1,028	1,069	867	1,557	1,463	1,272	1,326	1,081	1,187	990	949	738	548	2,952	5,296		
Mortgages	3		4		1	1		4	1	1	1	1		5	2		2	5	3	6	6	11	6	2	14		
<b>Total</b>	<b>1,332</b>	<b>1,315</b>	<b>1,932</b>	<b>1,418</b>	<b>1,670</b>	<b>1,675</b>	<b>2,050</b>	<b>1,205</b>	<b>1,469</b>	<b>1,515</b>	<b>1,471</b>	<b>1,544</b>	<b>1,236</b>	<b>2,270</b>	<b>2,155</b>	<b>1,946</b>	<b>2,100</b>	<b>1,788</b>	<b>1,876</b>	<b>1,667</b>	<b>1,452</b>	<b>1,299</b>	<b>903</b>	<b>3,327</b>	<b>6,057</b>		
<b>Financing Share</b>	<b>67.7%</b>	<b>71.5%</b>	<b>68.9%</b>	<b>63.8%</b>	<b>65.0%</b>	<b>65.6%</b>	<b>0.1%</b>	<b>66.1%</b>	<b>66.5%</b>	<b>66.2%</b>	<b>70.0%</b>	<b>69.3%</b>	<b>70.1%</b>	<b>68.8%</b>	<b>68.0%</b>	<b>65.4%</b>	<b>63.2%</b>	<b>61.4%</b>	<b>63.6%</b>	<b>59.7%</b>	<b>65.8%</b>	<b>57.7%</b>	<b>61.4%</b>	<b>88.8%</b>	<b>87.7%</b>		



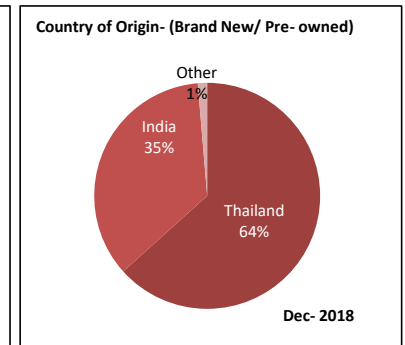
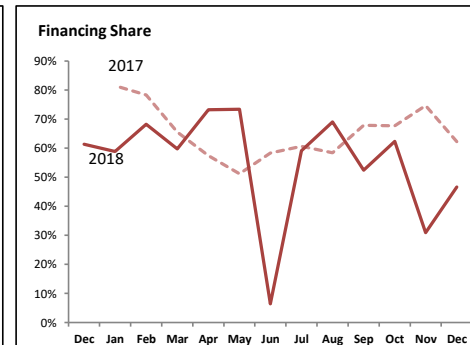
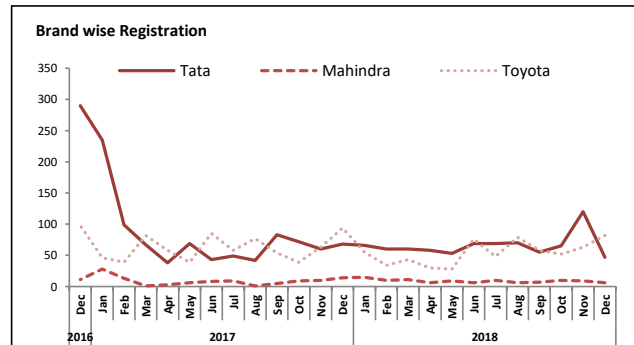
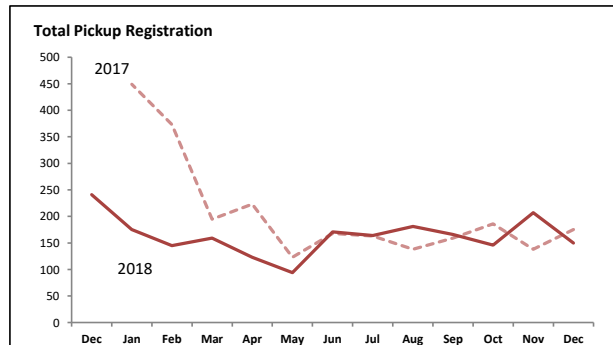
# 2-Wheelers

	2018												2017												2016		
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec		
<b>Total</b>	<b>22,942</b>	<b>22,373</b>	<b>30,889</b>	<b>23,914</b>	<b>30,042</b>	<b>28,697</b>	<b>26,175</b>	<b>32,500</b>	<b>29,855</b>	<b>30,381</b>	<b>27,812</b>	<b>31,694</b>	<b>25,019</b>	<b>28,334</b>	<b>28,786</b>	<b>28,253</b>	<b>29,643</b>	<b>30,568</b>	<b>27,553</b>	<b>31,125</b>	<b>26,261</b>	<b>31,029</b>	<b>23,211</b>	<b>31,158</b>	<b>31,015</b>		
Brand New	22,470	21,892	30,320	23,383	29,478	28,113	25,639	31,863	29,376	30,285	27,248	31,140	24,682	28,103	28,747	28,188	29,613	30,548	27,481	31,092	26,164	29,720	23,165	29,505	30,291		
YoY variance	-9.0%	-22.1%	5.5%	-17.0%	-0.5%	-8.0%	-6.7%	2.5%	12.3%	1.9%	17.6%	5.5%	-18.5%	-11.3%	-5.1%	-3.5%	1.1%	22.3%	-5.9%	-4.1%	8.3%	4.0%	7.2%	39.1%	42.8%		
MoM variance	2.6%	-27.8%	29.7%	-20.7%	4.9%	9.6%	-19.5%	8.5%	-3.0%	11.1%	-12.5%	26.2%	-12.2%	-2.2%	2.0%	-4.8%	-3.1%	11.2%	-11.6%	18.8%	-12.0%	28.3%	-21.5%	-2.6%	-4.4%		
<b>Engine Size</b>																											
<130cc	18,523	18,365	25,215	19,880	24,654	23,610	21,072	27,388	23,823	25,068	21,852	26,227	20,638	23,220	23,565	23,135	23,639	24,694	21,831	25,155	20,335	25,056	18,890	23,420	23,968		
130cc ≤ 160cc	3,114	2,751	4,156	2,736	3,930	3,735	3,726	4,348	4,684	4,456	4,200	4,577	3,585	3,986	4,237	4,119	4,850	4,614	4,540	4,894	4,708	4,838	3,760	5,283	5,477		
160cc ≤ 260cc	828	762	947	761	886	759	833	961	1,060	1,509	982	1,109	943	1,109	1,314	1,256	1,472	1,582	1,475	1,420	1,341	1,399	767	1,127	1,133		
>260cc	5	14	2	6	8	9	8	30	11	10	10	14	6	5	6	5	7	8	4	2	7	45	6	4	7		
<b>Engine Segment Share</b>																											
≤130cc	82.4%	83.9%	83.2%	85.0%	83.6%	84.0%	82.2%	86.0%	81.1%	82.8%	80.2%	84.2%	83.6%	82.6%	82.0%	82.1%	79.8%	80.8%	79.4%	80.9%	77.7%	84.3%	81.5%	79.4%	79.1%		
130cc ≤ 160cc	13.9%	12.6%	13.7%	11.7%	13.3%	13.3%	14.5%	13.6%	15.9%	14.7%	15.4%	14.7%	14.5%	14.2%	14.7%	14.6%	16.4%	15.1%	16.5%	15.7%	18.0%	16.3%	16.2%	17.9%	18.1%		
160cc ≤ 260cc	3.7%	3.5%	3.1%	3.3%	3.0%	2.7%	3.2%	3.0%	3.6%	5.0%	3.6%	3.7%	3.8%	3.9%	4.6%	4.5%	5.0%	5.2%	5.4%	4.6%	5.1%	4.7%	3.3%	3.8%	3.7%		
>260cc	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	0.0%	0.0%	0.0%		
<b>Brand New Breakdown</b>																											
Bajaj	3,222	3,201	4,217	3,378	4,499	3,901	4,106	4,698	5,755	4,987	5,168	5,334	4,556	5,457	5,517	5,504	6,879	6,802	6,472	6,778	7,195	6,848	5,201	6,546	7,739		
Hero	1,388	1,621	2,358	2,199	2,719	2,079	1,796	2,897	3,105	2,513	2,166	3,045	2,542	2,661	2,766	2,749	2,942	2,928	2,746	3,924	3,392	3,513	2,728	3,871	4,296		
TVS	3,237	3,426	4,840	3,409	3,550	3,653	3,423	3,580	3,278	3,705	3,111	4,405	2,828	3,671	4,025	3,681	4,073	4,208	3,523	3,519	3,195	3,655	3,185	4,105	5,394		
Yamaha	4,153	3,610	5,523	3,764	5,015	5,124	4,761	5,418	5,198	5,829	3,970	4,765	3,452	4,069	4,092	3,237	3,534	3,110	3,103	3,428	2,675	2,929	2,235	3,605	2,446		
Honda	9,569	9,194	12,287	9,691	12,400	12,106	10,165	14,524	10,875	11,926	11,229	12,603	9,863	10,494	10,489	11,330	10,428	11,668	10,303	11,847	8,456	10,910	8,387	9,587	8,546		
Others	901	840	1,095	942	1,295	1,250	1,388	746	1,165	1,325	1,604	988	1,441	1,751	1,858	1,687	1,757	1,832	1,601	1,596	1,251	1,865	1,429	1,791	1,870		
<b>Brand Share</b>																											
Bajaj	14.3%	14.6%	13.9%	14.4%	15.3%	13.9%	16.0%	14.7%	19.6%	16.5%	19.0%	17.1%	18.5%	19.4%	19.2%	19.5%	23.2%	22.3%	23.6%	21.8%	27.5%	23.0%	22.5%	22.2%	25.5%		
Hero	6.2%	7.4%	7.8%	9.4%	9.2%	7.4%	7.0%	9.1%	10.6%	8.3%	7.9%	9.8%	10.3%	9.5%	9.6%	9.8%	9.9%	9.6%	10.0%	12.6%	13.0%	11.8%	11.8%	13.1%	14.2%		
TVS	14.4%	15.6%	16.0%	14.6%	12.0%	13.0%	13.4%	11.2%	11.2%	12.2%	11.4%	14.1%	11.5%	13.1%	14.0%	13.1%	13.8%	13.8%	12.8%	11.3%	12.2%	12.3%	13.7%	13.9%	17.8%		
Yamaha	18.5%	16.5%	18.2%	16.1%	17.0%	18.2%	18.6%	17.0%	17.7%	19.2%	14.6%	15.3%	14.0%	14.5%	14.2%	11.5%	11.9%	10.2%	11.3%	11.0%	10.2%	9.9%	9.6%	12.2%	8.1%		
Honda	42.6%	42.0%	40.5%	41.4%	42.1%	43.1%	39.6%	45.6%	37.0%	39.4%	41.2%	40.5%	40.0%	37.3%	36.5%	40.2%	35.2%	38.2%	36.5%	38.1%	32.3%	36.7%	36.2%	32.5%	28.2%		
Others	4.0%	3.8%	3.6%	4.0%	4.4%	4.4%	5.4%	2.3%	4.0%	4.4%	5.9%	3.2%	5.8%	6.2%	6.5%	6.0%	5.9%	6.0%	5.8%	5.1%	4.8%	6.3%	6.2%	6.1%	6.2%		
<b>Scooter (brand-new)</b>																											
TVS	2,297	2,481	1,651	1,335	2,197	2,224	2,081	2,345	2,010	2,140	1,951	2,809	1,698	2,069	2,207	2,033	2,290	2,382	2,026	1,939	1,838	2,003	1,761	2,049	2,576		
Honda	8,875	8,594	11,400	8,554	11,033	11,200	9,398	11,586	10,223	10,439	10,243	10,928	9,016	9,489	9,144	10,170	9,672	12,037	9,261	11,030	7,646	9,754	7,698	8,902	7,965		
Hero	966	1,127	1,709	1,602	1,373	1,335	1,097	1,896	1,612	1,713	1,413	2,007	1,673	1,827	1,568	789	1,188	1,501	1,634	2,641	2,198	2,032	1,574	2,341	2,650		
Yamaha	2,463	2,169	3,318	2,411	3,194	3,332	3,068	3,608	3,154	3,648	2,668	2,953	2,174	2,706	2,767	2,131	2,208	1,848	1,848	2,075	1,554	1,793	1,335	1,967	1,321		
Others	109	105	147	203	211	227	178	258	99	188	135	203	175	231	245	363	176	125	77	98	93	167	76	64	98		
<b>Total</b>	<b>14,711</b>	<b>14,476</b>	<b>18,225</b>	<b>14,105</b>	<b>18,008</b>	<b>18,318</b>	<b>15,822</b>	<b>19,693</b>	<b>17,098</b>	<b>18,128</b>	<b>16,410</b>	<b>18,900</b>	<b>14,736</b>	<b>16,322</b>	<b>15,931</b>	<b>15,486</b>	<b>15,534</b>	<b>17,893</b>	<b>14,846</b>	<b>17,783</b>	<b>13,329</b>	<b>15,749</b>	<b>12,444</b>	<b>15,323</b>	<b>14,610</b>		
<b>Scooter Brand Share (brand-new)</b>																											
TVS	16.3%	17.6%	11.7%	9.5%	12.2%	12.1%	13.2%	11.9%	11.8%	11.8%	11.9%	14.9%	11.5%	12.7%	13.9%	13.1%	14.7%	13.3%	13.6%	10.9%	13.8%	12.7%	14.2%	13.4%	17.6%		
Honda	62.9%	60.9%	80.8%	60.6%	61.3%	61.1%	59.4%	58.8%	59.8%	57.6%	62.4%	57.8%	61.2%	58.1%	57.4%	65.7%	62.3%	67.3%	62.4%	62.0%	57.4%	61.9%	61.9%	58.1%	54.5%		
Hero	6.8%	8.0%	12.1%	11.4%	7.6%	7.3%	6.9%	9.6%	9.4%	9.4%	8.6%	10.6%	11.4%	11.2%	9.8%	5.1%	7.6%	8.4%	11.0%	14.9%	16.5%	12.9%	16.2%	18.1%			
Yamaha	17.5%	15.4%	23.5%	17.1%	17.7%	18.2%	19.4%	18.3%	18.4%	20.1%	16.3%	15.6%	14.8%	16.6%	17.4%	13.8%	14.2%	10.3%	12.4%	11.7%	11.7%	11.4%	10.7%	12.8%	9.0%		
Pre-owned	472	481	569	531	564	584	536	637	479	534	564	554	337	231	39	65	30	20	29	33	87	1,309	46	1,653	724		
<b>Electric</b>																											
Brand New/Preowned	66	75	84	63	80	52	38	58	42	44	49	48	48	41	25	35	53	36	56	73	33	49	24	93	27		
<b>Financing type</b>																											
Direct Purchase	6,083	5,896	8,346	6,721	8,249	7,825	25,907	8,760	7,637	8,208	8,020	9,138	6,791	8,212	7,710	7,393	8,246	8,798	7,925	8,892	7,160	10,140	7,168	10,912	10,711		
Lease	16,834	16,446	22,521	17,171	21,764	20,837	267	23,693	21,714	22,141	19,376	22,528	18,208	20,095	21,055	20,817	21,345	21,726	19,612	22,188	19,062	20,837	16,006	20,201	20,245		
Mortgages	25	31	22	22	29	35	1	47	25	32	32	28	20	27	21	43	52	44	45	39	52	37	45	59			
<b>Total</b>	<b>22,942</b>	<b>22,373</b>	<b>30,889</b>	<b>23,914</b>	<b>30,042</b>	<b>28,697</b>	<b>26,175</b>	<b>32,500</b>	<b>29,376</b>	<b>30,381</b>	<b>27,428</b>	<b>31,694</b>	<b>25,019</b>	<b>28,334</b>	<b>28,786</b>	<b>28,253</b>	<b>29,643</b>	<b>30,568</b>	<b>27,553</b>	<b>31,125</b>	<b>26,261</b>	<b>31,029</b>	<b>23,211</b>	<b>31,158</b>	<b>31,015</b>		
<b>Financing Share</b>	<b>73.5%</b>	<b>73.6%</b>	<b>73.0%</b>	<b>71.9%</b>	<b>72.5%</b>	<b>72.7%</b>	<b>1.0%</b>	<b>73.0%</b>	<b>74.0%</b>	<b>73.0%</b>	<b>70.8%</b>	<b>71.2%</b>	<b>72.9%</b>	<b>71.0%</b>	<b>73.2%</b>	<b>73.8%</b>	<b>72.2%</b>	<b>71.2%</b>	<b>71.3%</b>	<b>71.4%</b>	<b>72.7%</b>	<b>67.3%</b>	<b>69.1%</b>	<b>65.0%</b>	<b>65.5%</b>		



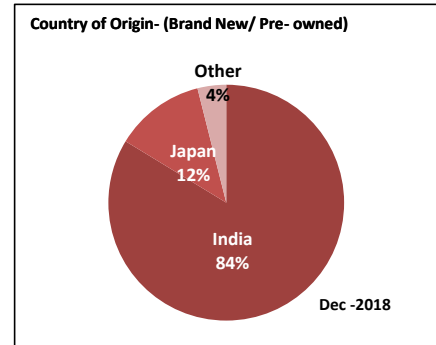
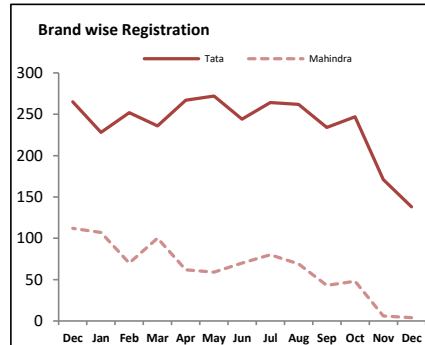
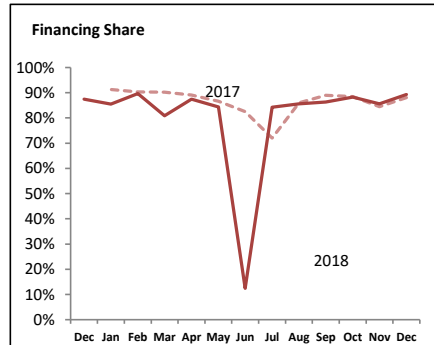
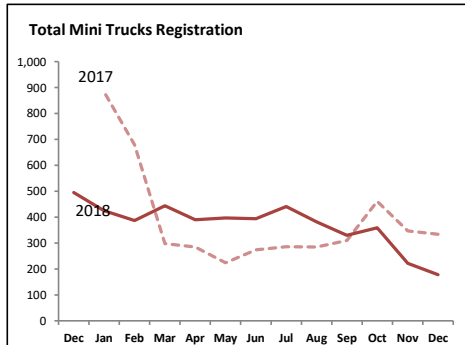
# Pickup Trucks

Pickup Trucks	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Total</b>	<b>150</b>	<b>207</b>	<b>146</b>	<b>166</b>	<b>181</b>	<b>164</b>	<b>171</b>	<b>94</b>	<b>123</b>	<b>159</b>	<b>145</b>	<b>175</b>	<b>241</b>	<b>175</b>	<b>138</b>	<b>186</b>	<b>159</b>	<b>138</b>	<b>163</b>	<b>168</b>	<b>123</b>	<b>223</b>	<b>195</b>	<b>373</b>	<b>449</b>
Brand New	145	192	126	155	163	158	156	78	100	152	136	162	220	150	119	159	128	114	142	153	101	199	180	356	434
Pre-owned	5	15	20	11	18	6	15	16	23	7	9	13	21	25	19	27	31	24	21	15	22	24	15	17	15
<b>YoY variance</b>																									
Brand New	-34.1%	28.0%	5.9%	-2.5%	27.3%	38.6%	9.9%	-49.0%	-1.0%	-23.6%	-24.4%	-54.5%	-49.3%	-70.6%	-72.7%	-57.5%	-63.3%	-57.9%	-57.7%	-36.8%	-53.7%	-6.6%	2.9%	42.4%	73.6%
Pre-owned	-76.2%	-40.0%	5.3%	-59.3%	-41.9%	-75.0%	-28.6%	6.7%	4.5%	-70.8%	-40.0%	-23.5%	40.0%	31.6%	-44.1%	8.0%	72.2%	166.7%	75.0%	25.0%	22.2%	60.0%	-21.1%	-10.5%	-21.1%
Total	-37.8%	18.3%	5.8%	-10.8%	13.8%	18.8%	4.9%	-44.0%	-22.6%	-28.7%	-25.6%	-53.1%	-46.3%	-66.9%	-70.6%	-53.4%	-56.7%	-50.7%	-53.2%	-33.9%	-47.9%	-2.2%	0.5%	38.7%	66.9%
<b>MoM variance</b>																									
Brand New	-24.5%	52.4%	-18.7%	-4.9%	3.2%	1.3%	100.0%	-22.0%	-34.2%	11.8%	-16.0%	-26.4%	46.7%	26.1%	-25.2%	24.2%	12.3%	-19.7%	-7.2%	51.5%	-49.2%	10.6%	-49.4%	-18.0%	-14.9%
Pre-owned	-66.7%	-25.0%	81.8%	-38.9%	200.0%	-60.0%	-6.3%	-30.4%	228.6%	-22.2%	-30.8%	-38.1%	-16.0%	31.6%	-29.6%	-12.9%	29.2%	14.3%	40.0%	-31.8%	-8.3%	60.0%	-11.8%	13.3%	-21.1%
Total	-27.5%	41.8%	-12.0%	-8.3%	10.4%	-4.1%	81.9%	-23.6%	-22.6%	9.7%	-17.1%	-27.4%	37.7%	26.8%	-25.8%	17.0%	15.2%	-15.3%	-3.0%	36.6%	-44.8%	14.4%	-47.7%	-16.9%	-15.1%
<b>Pickup Trucks Breakdown (New/ Pre-owned)</b>																									
Toyota	82	63	52	58	79	48	76	28	30	43	34	55	94	63	39	54	77	58	85	39	58	82	39	46	98
Hillux	68	44	32	33	62	45	49	28	30	37	30	54	94	63	39	54	77	58	85	39	56	82	39	46	98
Tata	47	120	65	55	70	69	69	53	58	60	60	66	68	60	72	83	42	49	43	69	38	67	99	235	290
207DI	2	9	15	13	14	24	15	4	6	11	16	22	21	19	28	32	12	11	11	27	21	67	42	55	52
Xenon	45	111	50	42	56	45	54	49	52	49	43	44	47	41	44	51	29	32	32	41	17	28	58	180	237
Mahindra	6	9	10	7	6	10	6	9	6	11	10	15	14	10	9	5	1	9	8	6	3	1	13	28	11
Mitsubishi	4		7	25	16	26	8	2	9	16	12	11	54	31	9	30	17	10	9	28	18	17	19	17	22
L200						1		2	9	14	9	11	54	31	9	17	9			14	14	17	17	17	22
Nissan		7	4		1	5	1			15		4	1	5	1	8	2	1	2	8		7	8	6	6
Ford-Ranger	10				3	1	2	6	3	5	4	2	3	3	2	2	4	6	6	9	1	29	2	23	4
Other	1	8	8	21	6	5	9	4	17	9	25	22	7	3	6	4	16	5	10	9	5	20	15	18	18
<b>Brand Share</b>																									
Toyota	54.7%	30.4%	35.6%	34.9%	43.6%	29.3%	44.4%	29.8%	24.4%	27.0%	23.4%	31.4%	39.0%	36.0%	28.3%	29.0%	48.4%	42.0%	52.1%	23.2%	47.2%	36.8%	20.0%	12.3%	21.8%
Tata	31.3%	58.0%	44.5%	33.1%	38.7%	42.1%	40.4%	56.4%	47.2%	37.7%	41.4%	37.7%	28.2%	34.3%	52.2%	44.6%	26.4%	35.5%	26.4%	41.1%	30.9%	30.0%	50.8%	63.0%	64.6%
Mahindra	4.0%	4.3%	6.8%	4.2%	3.3%	6.1%	3.5%	9.6%	4.9%	6.9%	6.9%	8.6%	5.8%	5.7%	6.5%	2.7%	0.6%	6.5%	4.9%	3.6%	2.4%	0.4%	6.7%	7.5%	2.4%
Other	0.7%	3.9%	5.5%	12.7%	5.5%	6.7%	7.0%	2.1%	16.3%	18.2%	20.0%	16.0%	4.6%	6.3%	6.5%	7.5%	13.8%	8.7%	11.0%	15.5%	4.9%	25.1%	12.8%	12.6%	6.2%
<b>Financing type- (New/ Pre-owned)</b>																									
Direct Purchase	80	143	55	79	56	67	160	25	30	64	46	72	93	66	35	60	51	58	64	70	60	95	67	81	83
Lease	69	63	88	82	118	94	8	68	79	90	97	98	141	99	99	122	107	76	98	94	61	123	128	284	355
Mortgages	1	1	3	5	7	3	3	1	3	5	2	5	7	10	4	4	1	4	1	4	2	5		8	11
Total	<b>150</b>	<b>207</b>	<b>146</b>	<b>166</b>	<b>181</b>	<b>164</b>	<b>171</b>	<b>94</b>	<b>112</b>	<b>159</b>	<b>145</b>	<b>175</b>	<b>241</b>	<b>175</b>	<b>138</b>	<b>185</b>	<b>159</b>	<b>138</b>	<b>163</b>	<b>167</b>	<b>123</b>	<b>223</b>	<b>195</b>	<b>373</b>	<b>449</b>
<b>Financing Share</b>	<b>46.7%</b>	<b>30.9%</b>	<b>62.3%</b>	<b>52.4%</b>	<b>69.1%</b>	<b>59.1%</b>	<b>6.4%</b>	<b>73.4%</b>	<b>73.2%</b>	<b>59.7%</b>	<b>68.3%</b>	<b>58.9%</b>	<b>61.4%</b>	<b>62.3%</b>	<b>74.6%</b>	<b>67.7%</b>	<b>67.9%</b>	<b>58.4%</b>	<b>60.7%</b>	<b>58.3%</b>	<b>51.2%</b>	<b>57.4%</b>	<b>65.6%</b>	<b>78.3%</b>	<b>81.5%</b>



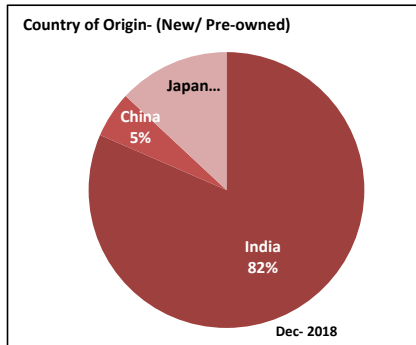
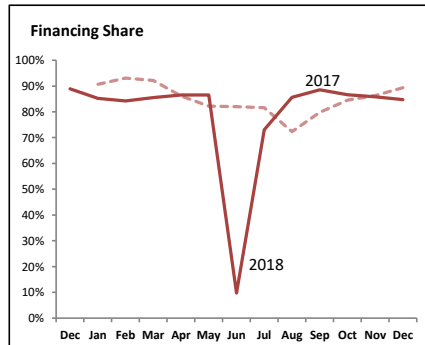
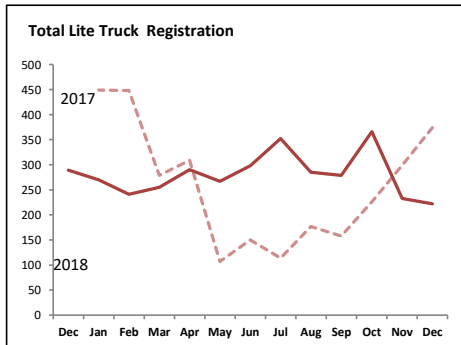
# Mini-Trucks

Mini Trucks (Payload <1T)	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Total</b>	<b>178</b>	<b>222</b>	<b>359</b>	<b>330</b>	<b>382</b>	<b>441</b>	<b>394</b>	<b>397</b>	<b>390</b>	<b>444</b>	<b>387</b>	<b>425</b>	<b>495</b>	<b>334</b>	<b>347</b>	<b>461</b>	<b>310</b>	<b>285</b>	<b>286</b>	<b>274</b>	<b>224</b>	<b>285</b>	<b>298</b>	<b>679</b>	<b>883</b>
Brand New	154	197	323	301	340	363	329	344	346	345	339	352	451	278	291	420	264	235	233	219	190	234	250	625	823
Pre-owned	24	25	36	29	42	78	65	53	44	99	48	73	44	56	56	42	46	50	53	55	34	51	48	54	60
<b>YoY variance</b>																									
Brand New	-65.9%	-29.1%	11.0%	-28.3%	28.8%	54.5%	41.2%	57.1%	82.1%	47.4%	35.6%	-43.7%	-45.2%	-80.8%	-79.0%	-64.8%	-77.2%	-71.5%	-76.3%	-72.0%	-73.4%	-68.7%	-61.7%	-17.3%	8.9%
Pre-owned	-45.5%	-55.4%	-35.7%	-31.0%	-8.7%	56.0%	22.6%	-3.6%	29.4%	94.1%		35.2%	-26.7%	-25.3%	-15.2%	-47.5%	-40.3%	-13.8%	-39.1%	-36.0%	-26.1%	-42.0%	-18.6%	-1.8%	9.1%
Total	-64.0%	-33.5%	3.5%	-28.4%	23.2%	54.7%	37.8%	44.9%	74.1%	55.8%	29.9%	-37.4%	-43.9%	-78.0%	-76.1%	-63.8%	-74.9%	-67.7%	-73.3%	-68.4%	-70.6%	-65.9%	-58.0%	-16.3%	8.9%
<b>MoM variance</b>																									
Brand New	-21.8%	-39.0%	7.3%	-11.5%	-6.3%	10.3%	-4.4%	-0.6%	0.3%	1.8%	-3.7%	-22.0%	62.2%	-4.5%	-30.7%	59.1%	12.3%	0.9%	6.4%	15.3%	-18.8%	-6.4%	-60.0%	-24.1%	-43.0%
Pre-owned	-4.0%	-30.6%	24.1%	-31.0%	-46.2%	20.0%	22.6%	20.5%	-55.6%	106.3%	-34.2%	65.9%	-21.4%	33.3%	-8.7%	-8.0%	-5.7%	-3.6%	61.8%	-33.3%	6.3%	-11.1%	-10.0%	-20.0%	
Total	-19.8%	-38.2%	8.8%	-13.6%	-13.4%	11.9%	-0.8%	1.8%	-12.2%	14.7%	-8.9%	-14.1%	48.2%	-3.7%	-24.7%	48.7%	8.8%	-0.3%	4.4%	22.3%	-21.4%	-4.4%	-56.1%	-23.1%	-41.9%
<b>Mini Trucks Breakdown - Brand New</b>																									
Tata	138	171	247	234	262	264	244	272	267	236	252	228	265	221	219	261	126	110	69	94	51	98	110	175	514
Ace	60	85	109	99	126	118	121	142	116	106	130	123	152	122	104	153	62	34	23	48	19	33	54	114	189
Super Ace	78	84	125	110	126	140	112	129	151	120	117	98	106	91	116	108	64	77	46	46	32	61	54	60	325
Mahindra	4	6	48	43	69	80	70	59	62	100	70	107	112	39	69	91	31	40	48	33	26	46	49	234	235
Maxximo	2	3	48	37	57	39	43	35	37	50	51	84	74	16	47	15	10	23	23	19	18	24	23	160	94
Maxi Truck	1	3	2	6	12	37	27	23	22	10	12	14	27	23	22	29	4	6	17	4	4	7	5	67	80
Brilliance Shinerly												1					9	11	22	20	41	30	21	19	25
Suzuki	5	7	25	11			6	7	11	4	9	13	22				32	29	37	32	25	49	72		
Other	7	13	3	13	9	19	9	6	6	5	8	3	52	18	3	68	98	74	94	72	72	60	70	125	49
<b>Brand Share - Brand New</b>																									
Tata	89.6%	86.8%	76.5%	77.7%	77.1%	72.7%	74.2%	79.1%	77.2%	68.4%	74.3%	64.8%	58.8%	79.5%	75.3%	62.1%	47.7%	46.8%	29.6%	42.9%	26.8%	41.9%	44.0%	28.0%	62.5%
Mahindra	2.6%	3.0%	14.9%	14.3%	20.3%	22.0%	0	17.2%	17.9%	29.0%	20.6%	30.4%	24.8%	14.0%	23.7%	21.7%	11.7%	17.0%	20.6%	15.1%	13.7%	19.7%	19.6%	37.4%	28.6%
Other	4.5%	6.6%	0.9%	4.3%	2.6%	5.2%	2.7%	1.7%	1.7%	1.4%	2.4%	0.9%	11.5%	6.5%	1.0%	16.2%	37.1%	31.5%	40.3%	32.9%	37.9%	25.6%	28.0%	20.0%	6.0%
<b>Financing type (New/ Pre-owned)</b>																									
Direct Purchase	19	32	42	45	55	87	345	62	49	85	40	62	62	40	54	53	34	40	80	48	30	45	38	66	77
Lease	158	184	314	278	325	460	47	329	336	347	343	357	430	287	291	406	272	243	202	224	193	365	349	610	804
Mortgages	1	6	3	7	2	7	2	6	5	12	4	7	3	7	2	2	4	2	4	2	1	2	2	3	2
<b>Total</b>	<b>178</b>	<b>222</b>	<b>359</b>	<b>330</b>	<b>382</b>	<b>554</b>	<b>394</b>	<b>397</b>	<b>390</b>	<b>444</b>	<b>387</b>	<b>426</b>	<b>495</b>	<b>334</b>	<b>347</b>	<b>461</b>	<b>310</b>	<b>285</b>	<b>286</b>	<b>274</b>	<b>224</b>	<b>412</b>	<b>389</b>	<b>679</b>	<b>883</b>
<b>Financing Share</b>	<b>89.3%</b>	<b>85.6%</b>	<b>88.3%</b>	<b>86.4%</b>	<b>85.6%</b>	<b>84.3%</b>	<b>12.4%</b>	<b>84.4%</b>	<b>87.4%</b>	<b>80.9%</b>	<b>89.7%</b>	<b>85.4%</b>	<b>87.5%</b>	<b>88.0%</b>	<b>84.4%</b>	<b>88.5%</b>	<b>89.0%</b>	<b>86.0%</b>	<b>72.0%</b>	<b>82.5%</b>	<b>86.6%</b>	<b>89.1%</b>	<b>90.2%</b>	<b>90.3%</b>	<b>91.3%</b>



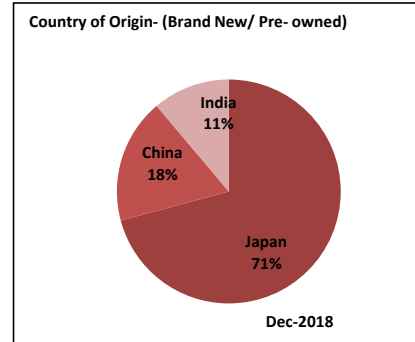
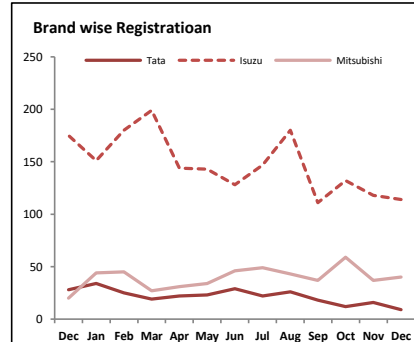
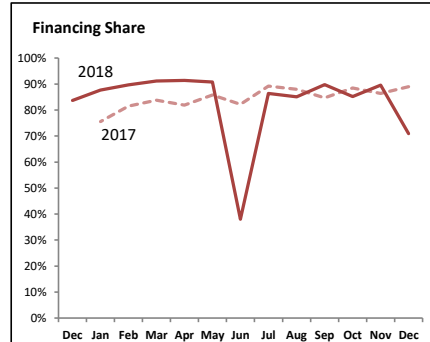
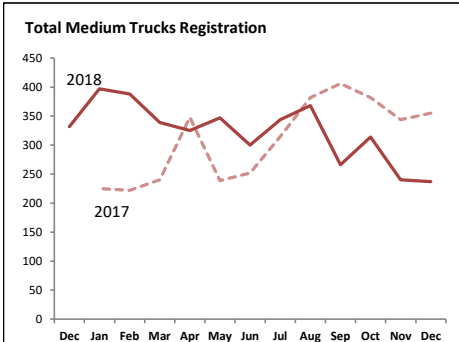
# Light-Trucks

Lite Trucks (1T< Payload <2T)	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Total</b>	<b>222</b>	<b>233</b>	<b>366</b>	<b>279</b>	<b>285</b>	<b>352</b>	<b>298</b>	<b>267</b>	<b>290</b>	<b>255</b>	<b>241</b>	<b>270</b>	<b>289</b>	<b>374</b>	<b>299</b>	<b>226</b>	<b>158</b>	<b>177</b>	<b>114</b>	<b>150</b>	<b>107</b>	<b>309</b>	<b>279</b>	<b>448</b>	<b>449</b>
Brand New	203	215	328	257	258	326	265	252	274	255	223	249	210	358	289	224	155	172	113	146	103	306	272	432	447
Pre-owned	19	18	38	22	27	26	33	15	16		18	21	13	16	10	2	3	5	1	4	4	3	7	16	2
<b>YoY variance</b>																									
Brand New	-3.3%	-39.9%	13.5%	14.7%	66.5%	89.5%	134.5%	72.6%	166.0%	-16.7%	-18.0%	-42.4%	-53.0%	-50.6%	-58.1%	-67.6%	-80.2%	-78.3%	-88.9%	-82.6%	-80.6%	-50.5%	-49.1%	-13.1%	-10.1%
Pre-owned	46.2%	12.5%	280.0%	1,000.0%	800.0%	420.0%	3,200.0%	275.0%	300.0%	-100.0%	157.1%	31.3%	550.0%	77.8%	100.0%	-66.7%	200.0%	-50.0%	-66.7%	-20.0%	-42.9%	#DIV/0!	250.0%	128.6%	-71.4%
Total	-23.2%	-37.7%	22.4%	23.5%	80.4%	98.9%	161.4%	78.0%	171.0%	-17.5%	-13.6%	-39.7%	-35.6%	-49.0%	-56.9%	-67.6%	-79.8%	-78.0%	-88.8%	-82.2%	-80.1%	-50.0%	-47.9%	-11.1%	-10.9%
<b>MoM variance</b>																									
Brand New	-5.6%	-34.5%	27.6%	-0.4%	-20.9%	23.0%	5.2%	-8.0%	7.5%	14.3%	-10.4%	18.6%	-41.3%	23.9%	29.0%	44.5%	-9.9%	52.2%	-22.6%	41.7%	-66.3%	12.5%	-37.0%	-3.4%	-38.3%
Pre-owned	5.6%	-52.6%	72.7%	-18.5%		-21.2%					100.0%	100.0%													-77.8%
Total	-4.7%	-36.3%	31.2%	-2.1%	-19.0%	18.1%	11.6%	-7.9%	13.7%	5.8%	-10.7%	-6.6%	-22.7%	25.1%	32.3%	43.0%	-10.7%	55.3%	-24.0%	40.2%	-65.4%	10.8%	-37.7%	-0.2%	-38.7%
<b>Lite Trucks Breakdown - Brand New</b>																									
Foton	1			1	1	5	7	4	7	8	6	8	12	23	11	9	2	3	6	1	19	8	8	9	21
B11010V03A3-2	1			1			6	4	7	8	6	8	12	23	11	9	2	3	6	1	19	8	8	9	21
DFSK	5	11	4		3	1	7	4	11	13	17	14	13	9	12	8	1	18	2	18		24	28	45	74
EQ1020DR	5	11	4		3	1	7	4	10	13	17	14	12	9	12	8	1	18	2	18		24	27	45	74
JAC	1	2		1			2												2	9	1	48	30	28	18
HFC1020 K																			2	9	1				
Mahindra	179	170	282	196	221	238	194	227	222	197	172	188	192	272	239	169	121	96	84	81	59	159	147	309	318
BMT PLUS MDI	179	143	220	164	182	191	168	227	222	197	172	188	144	272	239	169	117	90	82	80	59	154	147	292	309
Other	17	32	42	59	33	82	55	17	34	37	28	39	7	34	19	25	22	34	9	28	23	53	44	23	2
<b>Brand Share-Brand New</b>																									
Foton	0.5%			0.4%	0.4%	1.5%	2.6%	1.6%	2.6%	3.1%	2.7%	3.2%	5.7%	6.4%	3.8%	4.0%	1.3%	1.7%	5.3%	0.7%	18.4%	2.6%	2.9%	2.1%	4.7%
DFSK	2.5%	5.1%	1.2%		1.2%	0.3%	2.6%	1.6%	4.0%	5.1%	7.6%	5.6%	6.2%	2.5%	4.2%	3.6%	0.6%	10.5%	1.8%	12.3%		7.8%	10.3%	10.4%	16.6%
Mahindra	88.2%	79.1%	86.0%	76.3%	85.7%	73.0%	73.2%	90.1%	81.0%	77.3%	77.1%	75.5%	91.4%	76.0%	82.7%	75.4%	78.1%	55.8%	74.3%	55.5%	57.3%	52.0%	54.0%	71.5%	71.1%
Other	8.4%	14.9%	12.8%	23.0%	11.6%	23.3%	20.8%	6.7%	12.4%	14.5%	12.6%	15.7%	-3.3%	15.1%	9.3%	17.0%	20.0%	32.0%	16.8%	25.3%	23.3%	21.9%	21.7%	9.5%	3.6%
<b>Financing type (New/ Pre-owned)</b>																									
Direct Purchase	34	33	49	32	41	95	269	36	39	37	38	40	32	40	41	35	32	49	21	27	19	43	22	31	42
Lease	187	195	311	244	241	254	26	230	248	214	200	228	256	331	254	189	126	126	93	120	86	264	255	412	399
Mortgages	1	5	6	3	3	3	3	1	3	4	3	2	1	3	4	2		2		3	2	2	2	5	8
<b>Total</b>	<b>222</b>	<b>233</b>	<b>366</b>	<b>279</b>	<b>285</b>	<b>352</b>	<b>298</b>	<b>267</b>	<b>290</b>	<b>255</b>	<b>241</b>	<b>270</b>	<b>289</b>	<b>374</b>	<b>299</b>	<b>226</b>	<b>158</b>	<b>177</b>	<b>114</b>	<b>150</b>	<b>107</b>	<b>309</b>	<b>279</b>	<b>448</b>	<b>449</b>
<b>Financing Share</b>	<b>84.7%</b>	<b>85.8%</b>	<b>86.6%</b>	<b>88.5%</b>	<b>85.6%</b>	<b>73.0%</b>	<b>9.7%</b>	<b>86.5%</b>	<b>86.6%</b>	<b>85.5%</b>	<b>84.2%</b>	<b>85.2%</b>	<b>88.9%</b>	<b>89.3%</b>	<b>86.3%</b>	<b>84.5%</b>	<b>79.7%</b>	<b>72.3%</b>	<b>81.6%</b>	<b>82.0%</b>	<b>82.2%</b>	<b>86.1%</b>	<b>92.1%</b>	<b>93.1%</b>	<b>90.6%</b>



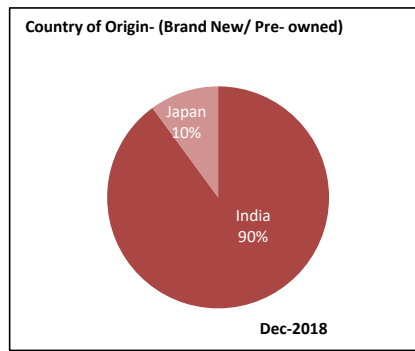
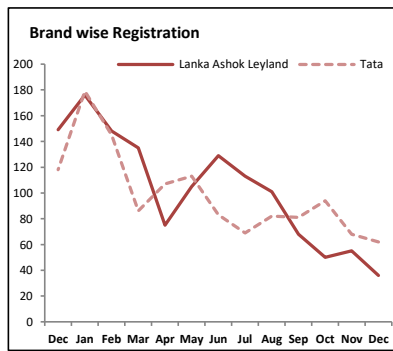
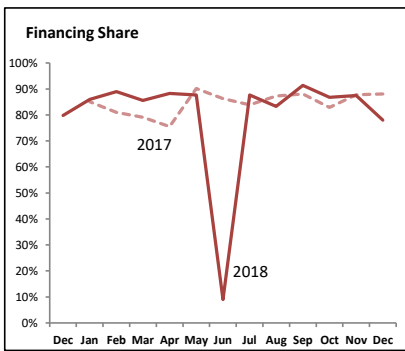
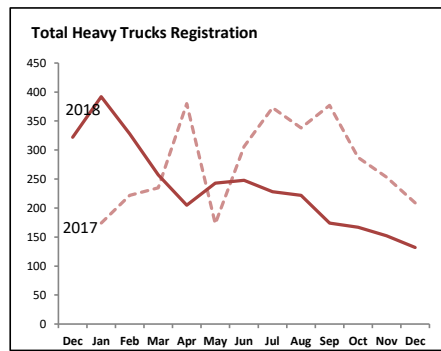
# Medium-Trucks

Medium Trucks ( 2T< Payload <5T)																									
	2018												2017											2016	
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Total</b>	<b>237</b>	<b>240</b>	<b>314</b>	<b>266</b>	<b>368</b>	<b>344</b>	<b>300</b>	<b>347</b>	<b>325</b>	<b>339</b>	<b>388</b>	<b>397</b>	<b>332</b>	<b>355</b>	<b>344</b>	<b>382</b>	<b>406</b>	<b>382</b>	<b>315</b>	<b>252</b>	<b>239</b>	<b>348</b>	<b>240</b>	<b>222</b>	<b>225</b>
Brand New	120	126	183	164	222	224	175	222	207	193	242	270	211	288	252	122	279	258	234	170	148	219	152	154	178
Pre-owned	117	114	131	102	146	120	125	125	118	146	146	127	121	145	132	130	127	124	81	82	91	129	88	68	47
<b>YoY variance</b>																									
Brand New	-43.1%	-56.3%	-27.4%	34.4%	-20.4%	-13.2%	-25.2%	30.6%	39.9%	-11.9%	59.2%	75.3%	18.5%	39.8%	98.4%	-7.6%	61.3%	62.3%	77.3%	66.7%	4.2%	48.0%	3.4%	18.5%	36.9%
Pre-owned	-3.3%	-21.4%	-0.8%	-21.5%	15.0%	-3.2%	54.3%	52.4%	29.7%	13.2%	65.9%	86.8%	157.4%	74.7%	127.6%	140.7%	101.6%	181.8%	88.4%	134.3%	264.0%	200.0%	158.8%	134.5%	62.1%
Total	-28.6%	-32.4%	-8.7%	-30.4%	-9.4%	-9.9%	-4.8%	37.7%	36.0%	-2.6%	61.7%	78.8%	47.6%	22.8%	85.9%	105.4%	72.0%	88.2%	80.0%	83.9%	43.1%	82.2%	32.6%	39.6%	41.5%
<b>MoM variance</b>																									
Brand New	-4.8%	-31.1%	11.6%	-26.1%	-0.9%	28.0%	-21.2%	7.2%	7.3%	-20.2%	-10.4%	28.0%	-26.7%	14.3%	106.6%	-56.3%	8.1%	10.3%	37.6%	14.9%	-32.4%	44.1%	-1.3%	-13.5%	-13.6%
Pre-owned	2.6%	-13.0%	28.4%	-30.1%	21.7%	-4.0%		5.9%	-19.2%		15.0%	5.0%	-16.6%	9.8%	1.5%	2.4%	2.4%	53.1%	-1.2%	-9.9%	-29.5%	46.6%	29.4%	44.7%	-43.4%
Total	-28.6%	-32.4%	-8.7%	-30.4%	7.0%	14.7%	-13.5%	6.8%	-4.1%	-12.6%	-2.3%	19.6%	-6.5%	3.2%	-9.9%	-5.9%	6.3%	21.3%	25.0%	5.4%	-31.3%	45.0%	8.1%	-1.3%	-22.1%
<b>Medium Trucks Breakdown - (New/ Pre-owned)</b>																									
Tata	9	16	12	18	26	22	29	23	22	19	25	34	28	27	44	24	26	51	48	27	26	41	33	33	22
LPT709	4	9	6	8	13	20	12	20	15	17	12	14	6	11	10	17	21	29	21	13	13	19	6	8	6
SFC407			1	1	3																				
Mitsubishi	40	37	59	37	43	49	46	34	31	27	45	44	20	42	34	22	30	55	59	37	33	56	32	20	34
Isuzu	114	118	132	111	180	147	128	143	144	199	180	151	175	172	141	92	92	147	111	119	123	168	109	117	86
JAC	30	24	27	26	20	40	40	43	33	22	24	32	46	44	42	7	8	41	44	13	10	9	13	3	31
Foton	4	1	4	5	12	3	3	4	2	1	4	4	1	4	7	2	6	2	2	2	2	4	4	6	4
Mahindra	13	14	27	24	27	34	24	56	55	49	72	78	27	34	28					17	1	1	1	22	
Other	27	30	53	45	60	49	30	44	38	22	38	54	35	32	48	235	244	86	53	54	45	70	49	21	48
Tipppers	10	29	30	27	24	54	33	36	31	36	54	52	34	41	36	68	59	44	44	37	22	38	29	24	14
<b>Brand Share- (New/Pre-owned)</b>																									
Tata	3.8%	6.7%	3.8%	6.8%	7.1%	6.4%	9.7%	6.6%	6.8%	5.6%	6.4%	8.6%	8.4%	7.6%	12.8%	6.3%	6.4%	13.4%	15.2%	10.7%	10.9%	11.8%	13.8%	14.9%	9.8%
Mitsubishi	16.9%	15.4%	18.8%	13.9%	11.7%	14.2%	15.3%	9.8%	9.5%	8.0%	11.6%	11.1%	6.0%	11.8%	9.9%	5.8%	7.4%	14.4%	18.7%	14.7%	13.8%	16.1%	13.3%	9.0%	15.1%
Isuzu	48.1%	49.2%	42.0%	41.7%	48.9%	42.7%	42.7%	41.2%	44.3%	58.7%	46.4%	38.0%	52.7%	48.5%	41.0%	24.1%	22.7%	38.5%	35.2%	47.2%	51.5%	48.3%	45.4%	52.7%	38.2%
Mahindra	5.5%	5.8%	8.6%	9.0%	7.3%	9.9%	8.0%	16.1%	16.9%	14.5%	18.6%	19.6%	8.1%	9.6%	8.1%	63.9%	63.5%	33.8%	30.8%	6.7%	0.4%	0.3%	0.4%	9.9%	
Other	11.4%	12.5%	16.9%	16.9%	38.9%	36.6%	32.3%	42.4%	39.4%	27.7%	35.6%	42.3%	32.8%	32.1%	36.3%									36.9%	
<b>Financing type (New/ Pre-owned)</b>																									
Direct Purchase	69	25	72	43	55	47	186	32	28	30	40	49	54	39	47	44	62	46	34	45	34	63	39	41	55
Lease	168	213	400	373	309	296	113	311	296	305	347	345	276	312	291	327	341	330	271	204	201	282	195	166	169
Mortgages		2	15	4	4	1	1	4	1	4	1	3	2	4	6	11	3	6	10	3	4	3	6	15	1
Total	<b>237</b>	<b>240</b>	<b>487</b>	<b>420</b>	<b>368</b>	<b>344</b>	<b>300</b>	<b>347</b>	<b>325</b>	<b>339</b>	<b>388</b>	<b>397</b>	<b>332</b>	<b>355</b>	<b>344</b>	<b>382</b>	<b>406</b>	<b>382</b>	<b>315</b>	<b>252</b>	<b>239</b>	<b>348</b>	<b>240</b>	<b>222</b>	<b>225</b>
<b>Financing Share</b>	<b>70.9%</b>	<b>89.6%</b>	<b>85.2%</b>	<b>89.8%</b>	<b>85.1%</b>	<b>86.3%</b>	<b>38.0%</b>	<b>90.8%</b>	<b>91.4%</b>	<b>91.2%</b>	<b>89.7%</b>	<b>87.7%</b>	<b>83.7%</b>	<b>89.0%</b>	<b>86.3%</b>	<b>88.5%</b>	<b>84.7%</b>	<b>88.0%</b>	<b>89.2%</b>	<b>82.1%</b>	<b>85.8%</b>	<b>81.9%</b>	<b>83.8%</b>	<b>81.5%</b>	<b>75.6%</b>



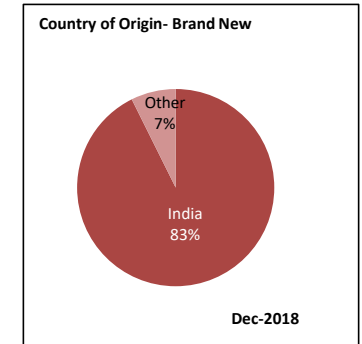
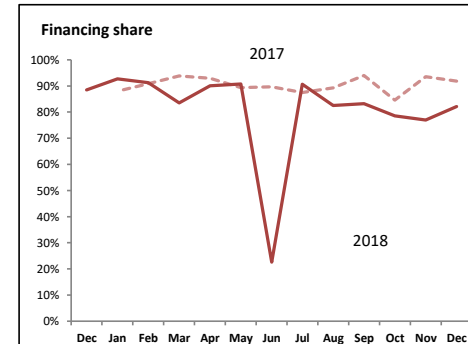
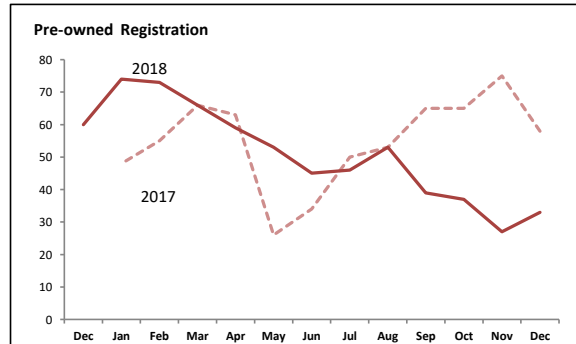
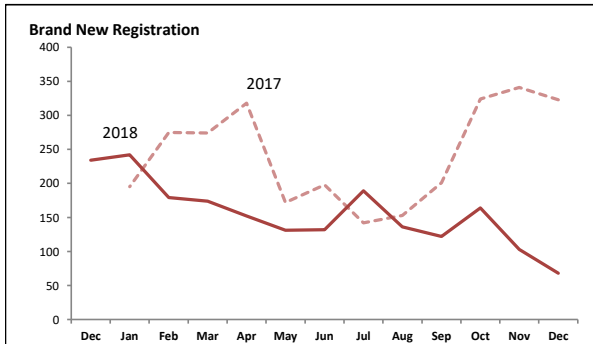
# Heavy-Trucks

Heavy Trucks (Payload >5T)	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Total</b>	<b>132</b>	<b>152</b>	<b>167</b>	<b>174</b>	<b>222</b>	<b>228</b>	<b>248</b>	<b>243</b>	<b>205</b>	<b>257</b>	<b>328</b>	<b>392</b>	<b>322</b>	<b>209</b>	<b>253</b>	<b>287</b>	<b>377</b>	<b>338</b>	<b>373</b>	<b>306</b>	<b>173</b>	<b>380</b>	<b>235</b>	<b>222</b>	<b>174</b>
Brand New	128	151	156	169	213	217	244	234	199	257	321	386	311	201	247	278	373	332	365	302	169	371	235	221	171
Pre-owned	4	1	11	5	9	11	4	9	6		7	6	11	8	6	9	4	6	8	4	4	9	3	1	3
<b>YoY variance</b>																									
Brand New	-58.8%	-24.9%	-36.8%	-39.2%	-42.9%	-34.6%	-33.2%	-22.5%	17.8%	-30.7%	36.6%	74.7%	81.9%	-9.9%	18.2%	50.3%	85.6%	65.2%	129.6%	228.3%	72.4%	130.4%	86.5%	108.5%	61.3%
Pre-owned	-63.6%	-87.5%	83.3%	-44.4%	125.0%	83.3%	-50.0%	125.0%	50.0%	-100.0%	133.3%	500.0%		100.0%		350.0%				300.0%	-20.0%	#DIV/0!	-50.0%		200.0%
Total	-59.0%	-27.3%	-34.0%	-39.4%	-41.1%	-32.5%	-33.5%	-20.6%	18.5%	-32.4%	39.6%	76.6%	85.1%	-7.9%	18.2%	53.5%	86.6%	65.7%	134.6%	229.0%	68.0%	136.0%	78.0%	109.4%	64.2%
<b>MoM variance</b>																									
Brand New	-15.2%	-3.2%	-7.7%	-20.7%	-1.8%	-11.1%	4.3%	17.6%	-22.6%	-19.9%	-16.8%	24.1%	54.7%	-18.6%	-11.2%	-25.5%	12.3%	-9.0%	20.9%	78.7%	-54.4%	57.9%	6.3%	29.2%	-23.3%
Pre-owned	300.0%	-90.9%	120.0%	-44.4%	-18.2%																				
Total	-13.2%	-9.0%	-4.0%	-21.6%	-2.6%	-8.1%	2.1%	18.5%	-20.2%	-21.6%	-16.3%	21.7%	54.1%	-17.4%	-11.8%	-23.9%	11.5%	-9.4%	21.9%	76.9%	-54.5%	61.7%	5.9%	27.6%	-23.3%
<b>Heavy Trucks Breakdown - Brand New</b>																									
Lanka Ashok Leyland	36	55	50	68	101	113	129	105	75	135	148	176	149	47	85	76	159	166	188	117	59	98	53	74	37
Comet Tipper 1613			11				3				1	2		1	1		2		3	1	7	7	6	3	
Tusker 1613	2	6	10	22	25	21	28	23	18	18	27	20	19	22	28	39	31	24	16	23	24	44	18	26	17
Taurus 2518	22	11	11	17	23	14	7	17	10	15	24	25	7	12	41	19	18	36	30	11	19	28	17	24	8
Tata	62	68	94	81	82	69	83	113	107	86	145	179	118	125	138	146	173	121	147	152	102	193	158	123	68
LPT 1615	22	29	29	29	15	29	32	20	15	5	9	13	11	10	17	15	10	16	11	11	15	22	25	10	9
LPT 1109	5	11	19	8	15	10	17	31	26	17	26	14	16	13	16	8	9	10	10	10		35	14	14	14
Eicher	3	12	5	10	14	14	14	6	7	14	19	10	17	19	13	7	12	21	14	8		50	15	11	18
Isuzu	1	5	5	7	6	4	3	1	3	4	1	5	10	8	5	1	4	4	11	6	3	10	5	3	11
Other	26	11	2	3	10	17	15	9	7	18	8	16	17	2	6	48	25	20	5	19	5	20	4	10	37
Tipppers	13	25	40	46	39	39	47	67	52	72	95	159	81	95	118	104	120	87	104	97	73	147	116	115	66
<b>Brand Share- Brand New</b>																									
Lanka Ashok Leyland	28.1%	36.4%	32.1%	40.2%	45.5%	52.1%	52.9%	44.9%	37.7%	52.5%	46.1%	45.6%	47.9%	23.4%	34.4%	27.3%	42.6%	50.0%	51.5%	38.7%	34.9%	26.4%	22.6%	33.5%	21.6%
Tata	48.4%	45.0%	60.3%	47.9%	36.9%	31.8%	34.0%	48.3%	53.8%	33.5%	45.2%	46.4%	37.9%	62.2%	55.9%	52.5%	46.4%	36.4%	40.3%	50.3%	60.4%	52.0%	67.2%	55.7%	39.8%
Eicher	2.3%	7.9%	3.2%	5.9%	6.3%	6.5%	5.7%	2.6%	3.5%	5.4%	5.9%	2.6%	5.5%	9.5%	5.3%	2.5%	3.2%	6.3%	3.8%	2.6%		13.5%	6.4%	5.0%	10.5%
<b>Financing type (New/ Pre-owned)</b>																									
Direct Purchase	29	19	22	15	37	28	244	30	24	37	36	55	65	25	31	49	45	43	60	42	17	93	49	42	14
Lease	97	130	138	156	184	199	4	211	180	219	281	325	250	181	215	230	330	291	307	257	156	280	186	178	79
Mortgages	6	3	7	3	1	1		2	1	1	11	12	7	3	7	8	2	4	6	7		7		1	1
Total	<b>132</b>	<b>152</b>	<b>167</b>	<b>174</b>	<b>222</b>	<b>228</b>	<b>248</b>	<b>243</b>	<b>205</b>	<b>257</b>	<b>328</b>	<b>392</b>	<b>322</b>	<b>209</b>	<b>253</b>	<b>287</b>	<b>377</b>	<b>338</b>	<b>373</b>	<b>306</b>	<b>173</b>	<b>380</b>	<b>235</b>	<b>221</b>	<b>94</b>
<b>Financing Share</b>	<b>78.0%</b>	<b>87.5%</b>	<b>86.8%</b>	<b>91.4%</b>	<b>83.3%</b>	<b>87.7%</b>	<b>9.0%</b>	<b>87.7%</b>	<b>88.3%</b>	<b>85.6%</b>	<b>89.0%</b>	<b>86.0%</b>	<b>79.8%</b>	<b>88.0%</b>	<b>87.7%</b>	<b>82.9%</b>	<b>88.1%</b>	<b>87.3%</b>	<b>83.9%</b>	<b>86.3%</b>	<b>90.2%</b>	<b>75.5%</b>	<b>79.1%</b>	<b>81.0%</b>	<b>85.1%</b>



# Buses

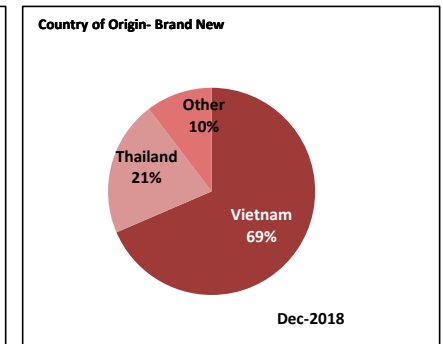
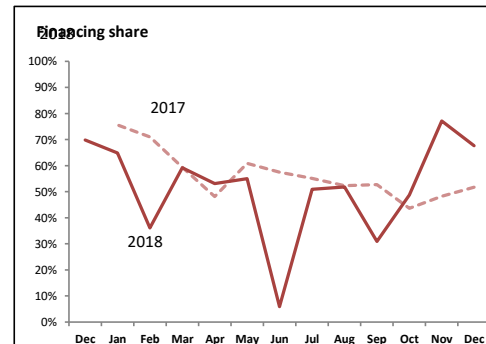
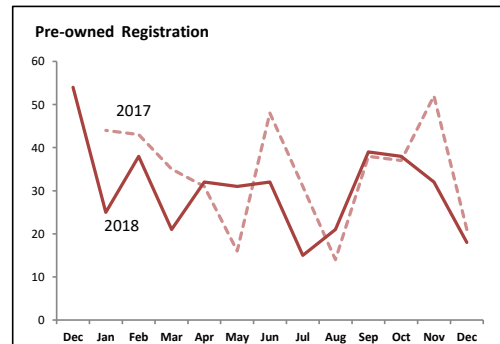
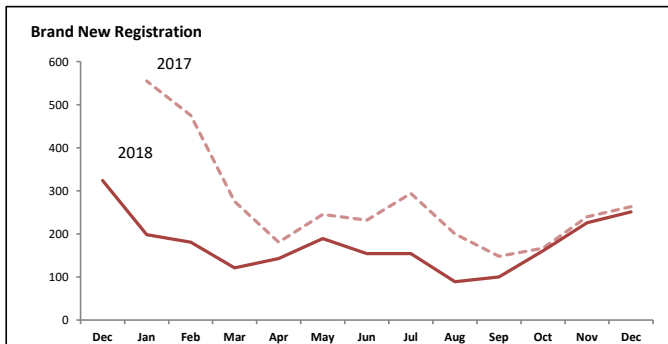
	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Total</b>	<b>101</b>	<b>130</b>	<b>201</b>	<b>161</b>	<b>189</b>	<b>235</b>	<b>177</b>	<b>184</b>	<b>211</b>	<b>242</b>	<b>252</b>	<b>316</b>	<b>294</b>	<b>381</b>	<b>416</b>	<b>389</b>	<b>266</b>	<b>206</b>	<b>192</b>	<b>232</b>	<b>198</b>	<b>381</b>	<b>340</b>	<b>330</b>	<b>242</b>
Brand New	68	103	164	122	136	189	132	131	152	174	179	242	234	323	341	324	201	153	142	198	172	318	274	275	195
YoY variance	-70.9%	-68.1%	-51.9%	-62.3%	-32.3%	23.5%	-7.0%	-33.8%	-11.6%	-45.3%	-34.7%	-12.0%	20.0%	80.4%	56.4%	51.4%	16.9%	10.1%	1.4%	36.6%	45.8%	114.9%	71.3%	64.7%	16.8%
MoM variance	-22.3%	-35.3%	24.8%	-14.8%	-28.0%	43.2%	0.8%	-13.8%	-12.6%	-2.8%	-26.0%	3.4%	-27.6%	-5.3%	5.2%	61.2%	31.4%	7.7%	-28.3%	15.1%	-45.9%	16.1%	-0.4%	41.0%	8.9%
<b>Brand New Breakdown</b>																									
Lanka Ashok Leyland	33	59	67	48	48	119	78	61	77	123	92	111	103	218	241	224	100	72	58	97	113	218	192	177	107
Tata	16	30	57	48	50	38	23	17	28	16	45	53	54	60	56	61	49	30	33	32	23	40	39	44	36
Toyota	1		4	7	4	2	2	7	4	10	9	4	7	5	11	2	8	13	13	10	1	9	2	3	3
Force							1																1		
Eicher	12	8	17	6	23	20	19	12	26	16	20	37	31	25	24	27	27	18	7	19	15	24	19	29	21
Mitsubishi	3	1	13	8	5	7	5	24	15	1	1	2	13	8	4	6	8	9	16	24	16	10	4	4	3
Golden Dragon				2	2	1	1	1	2	1		2	5	1			2	6				3	5	5	17
Sunlong												3	5									2			
Other	3	5	4	3	5	2	3	8	1	8	12	30	16	6	5	4	9	9	9	16	4	12	12	13	8
Pre-owned	33	27	37	39	53	46	45	53	59	66	73	74	60	58	75	65	65	53	50	34	26	63	66	55	48
YoY variance	-45.0%	-53.4%	-50.7%	-40.0%	-18.5%	-13.2%	-10.0%	55.9%	126.9%	4.8%	10.6%	34.5%	25.0%	52.6%	19.0%	22.6%	12.1%	32.5%	38.9%	88.9%	-3.7%	85.3%	100.0%	150.0%	118.2%
MoM variance	22.2%	-27.0%	-5.1%	-26.4%	15.2%	2.2%	-15.1%	-10.2%	-10.6%	-9.6%	-1.4%	23.3%	3.4%	-22.7%	15.4%		22.6%	6.0%	47.1%	30.8%	-58.7%	-4.5%	20.0%	14.6%	26.3%
<b>Financing type</b>																									
Direct Purchase	18	30	43	27	33	22	137	17	21	29	22	23	34	31	27	65	16	22	24	24	21	27	21	31	29
Lease	51	77	118	93	121	180	33	149	155	124	177	235	182	306	344	276	214	167	165	198	176	351	315	293	210
Mortgages	32	23	40	41	35	33	7	18	35	23	53	58	78	44	45	48	36	17	3	10	1	3	4	6	3
<b>Total</b>	<b>101</b>	<b>130</b>	<b>201</b>	<b>161</b>	<b>189</b>	<b>235</b>	<b>177</b>	<b>184</b>	<b>211</b>	<b>176</b>	<b>252</b>	<b>316</b>	<b>294</b>	<b>381</b>	<b>416</b>	<b>383</b>	<b>266</b>	<b>206</b>	<b>192</b>	<b>232</b>	<b>198</b>	<b>381</b>	<b>340</b>	<b>330</b>	<b>242</b>
Financing Share	82.2%	76.9%	78.6%	83.2%	82.5%	90.6%	22.6%	90.8%	90.0%	83.5%	91.3%	92.7%	88.4%	91.9%	93.5%	84.6%	94.0%	89.3%	87.5%	89.7%	89.4%	92.9%	93.8%	90.9%	88.0%





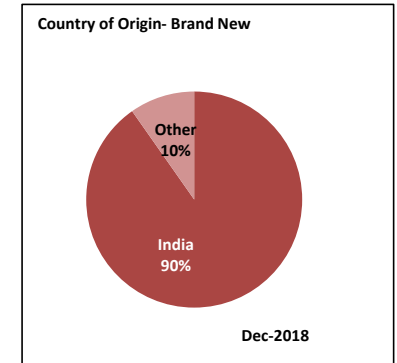
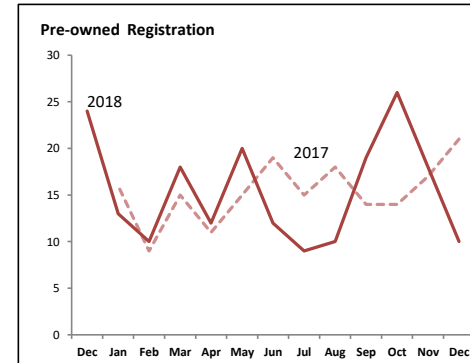
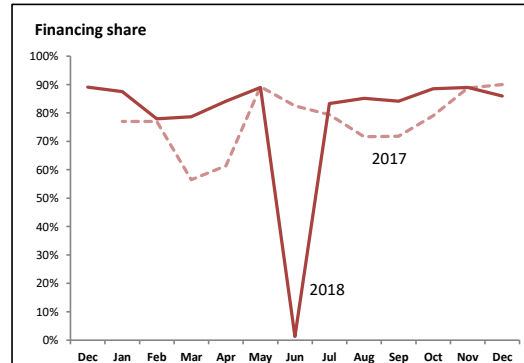
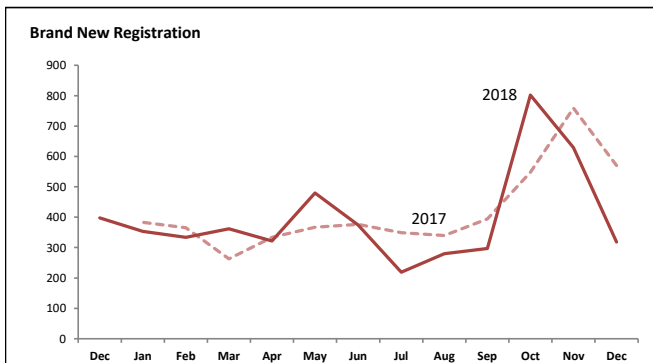
# Hand-Tractors

Hand Tractors	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Total</b>	<b>269</b>	<b>258</b>	<b>199</b>	<b>139</b>	<b>110</b>	<b>169</b>	<b>186</b>	<b>220</b>	<b>175</b>	<b>142</b>	<b>219</b>	<b>223</b>	<b>378</b>	<b>284</b>	<b>292</b>	<b>204</b>	<b>186</b>	<b>214</b>	<b>325</b>	<b>280</b>	<b>261</b>	<b>212</b>	<b>310</b>	<b>518</b>	<b>599</b>
Brand New	251	226	161	100	89	154	154	189	143	121	181	198	324	263	240	167	148	200	294	232	245	181	275	475	555
YoY variance	-22.5%	-14.1%	-32.9%	-40.1%	-39.9%	-23.0%	-47.6%	-18.5%	-41.6%	-33.1%	-34.2%	-58.3%	-41.6%	-43.1%	-37.0%	-24.4%	-48.6%	-37.1%	-8.4%	-38.8%	-3.2%	-47.5%	-20.3%	-4.6%	11.4%
MoM variance	11.1%	40.4%	61.0%	12.4%	-42.2%		-18.5%	32.2%	18.2%	-33.1%	-8.6%	-38.9%	23.2%	9.6%	43.7%	12.8%	-26.0%	-32.0%	26.7%	-5.3%	35.4%	-34.2%	-42.1%	-14.4%	20.1%
<b>Brand New Hand Tractor Breakdown</b>																									
Agrotech				2	1	1				1		1				3		1	2			3			
Farm Master	104	57	33	32	23	47	48	60	35	27	42	88	97	99	63	37	36	40	118	39	54	58	70	144	132
Kubelta	1		1					3	3	1		1				1	1		2				1		2
Lonfang					3	4		2	3	4	1		2	3	1	4	2	4			4	1	4	5	10
New Lion	43	75	59		18	36	35								43	50	44	64	37	50	82	3	82	126	148
Nubota	1	3	6	5	1	3	3								8	9	3	9	5	11	13	15	7	17	20
Paragon	19	28	16	7	10	12	16	11	10	8	17	19	44	15	16	10	8	12	10	25	15	8	7	20	25
Sifang	15	24	11	10	12	12	7	7	12	12	28	12	16	33	24	19	13	8	14	17	11	10	10	19	10
Vikyno	61	33	25	31	19	27	33	26	41	27	58	64	66	35	55	26	25	41	64	52	36	63	78	92	165
Others	7	6	9	13	2	12	12	80	39	41	35	13	99	78	26	12	16	21	42	38	30	20	16	52	43
Pre-owned	18	32	38	39	21	15	32	31	32	21	38	25	54	21	52	37	38	14	31	48	16	31	35	43	44
YoY variance	-66.7%	52.4%	-26.9%	5.4%	-44.7%	7.1%	3.2%	-35.4%	100.0%	-32.3%	8.6%	-41.9%	22.7%	-57.1%	-16.1%	-9.8%	-28.3%	-54.8%	-36.7%	-20.0%	-66.0%	-42.6%	2.9%	-25.9%	-24.1%
MoM variance	-43.8%	-15.8%	-2.6%	85.7%	40.0%	-53.1%	3.2%	-3.1%	52.4%	-44.7%	52.0%	-53.7%	157.1%	-59.6%	40.5%	-2.6%	171.4%	-54.8%	-35.4%	200.0%	-48.4%	-11.4%	-18.6%	-2.3%	-10.2%
<b>Financing type</b>																									
Direct Purchase	87	59	102	96	53	83	175	99	82	58	140	79	114	137	151	115	88	102	146	119	102	110	126	150	146
Lease	175	196	95	43	54	85	10	120	92	82	79	139	259	144	135	87	95	106	176	155	156	99	174	355	437
Mortgages	7	3	2	2	3	1	1	1	1	2	5	5	5	3	6	2	3	6	3	6	3	3	10	13	16
<b>Total</b>	<b>269</b>	<b>258</b>	<b>199</b>	<b>139</b>	<b>110</b>	<b>169</b>	<b>186</b>	<b>220</b>	<b>175</b>	<b>142</b>	<b>219</b>	<b>222</b>	<b>378</b>	<b>284</b>	<b>292</b>	<b>204</b>	<b>186</b>	<b>214</b>	<b>325</b>	<b>280</b>	<b>261</b>	<b>212</b>	<b>310</b>	<b>518</b>	<b>599</b>
<b>Financing Share</b>	<b>67.7%</b>	<b>77.1%</b>	<b>48.7%</b>	<b>30.9%</b>	<b>51.8%</b>	<b>50.9%</b>	<b>5.9%</b>	<b>55.0%</b>	<b>53.1%</b>	<b>59.2%</b>	<b>36.1%</b>	<b>64.9%</b>	<b>69.8%</b>	<b>51.8%</b>	<b>48.3%</b>	<b>43.6%</b>	<b>52.7%</b>	<b>52.3%</b>	<b>55.1%</b>	<b>57.5%</b>	<b>60.9%</b>	<b>48.1%</b>	<b>59.4%</b>	<b>71.0%</b>	<b>75.6%</b>



# Large-Tractors

Large Tractors	2018												2017												2016
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec
<b>Total</b>	<b>328</b>	<b>647</b>	<b>828</b>	<b>316</b>	<b>290</b>	<b>228</b>	<b>387</b>	<b>500</b>	<b>334</b>	<b>380</b>	<b>344</b>	<b>366</b>	<b>422</b>	<b>591</b>	<b>776</b>	<b>562</b>	<b>408</b>	<b>359</b>	<b>364</b>	<b>395</b>	<b>382</b>	<b>345</b>	<b>278</b>	<b>374</b>	<b>399</b>
Brand New	318	629	802	297	280	219	375	480	322	362	334	353	398	570	759	548	394	340	349	376	367	334	263	365	383
YoY variance	-20.1%	10.4%	5.7%	-45.8%	-28.9%	-35.6%	7.4%	27.7%	-12.3%	8.4%	27.0%	-3.3%	3.9%	-23.7%	39.5%	3.2%	11.9%	14.9%	-6.7%	-21.0%	-5.7%	-7.7%	8.7%	27.2%	33.4%
MoM variance	-49.4%	-21.6%	170.0%	6.1%	27.9%	-41.6%	-21.9%	49.1%	-11.0%	8.4%	-5.4%	-11.3%	-30.2%	-24.9%	38.5%	39.1%	15.9%	-2.6%	-7.2%	2.5%	9.9%	27.0%	-27.9%	-4.7%	-48.7%
Pre-owned	10	18	26	19	10	9	12	20	12	18	10	13	24	21	17	14	14	18	15	19	15	11	15	9	16
YoY variance	-58.3%	-14.3%	52.9%	35.7%	-28.6%	-50.0%	-20.0%	5.3%	-20.0%	63.6%	-33.3%	44.4%	50.0%	-51.2%	-41.4%	-30.0%	-30.0%	800.0%	-6.3%	-9.5%	-21.1%	120.0%	25.0%	12.5%	100.0%
MoM variance	-44.4%	-30.8%	36.8%	90.0%	11.1%	-25.0%	-40.0%	66.7%	-33.3%	80.0%	-23.1%	-45.8%	14.3%	23.5%	21.4%		-22.2%	20.0%	-21.1%	26.7%	36.4%	-26.7%	66.7%	-43.8%	-62.8%
<b>Brand New Breakdown</b>																									
John Deere	2	11	36	8	1	4	8	20	8	14	17	18	42	45	19	26	9	8	13	12	22	14	2	17	31
Mahindra	49	94	112	65	60	43	53	58	30	47	66	52	57	60	80	72	53	39	51	45	30	33	36	68	60
Kubota	21	106	281	17	10	9	101	98	59	34	8	31	52	111	193	49	19	7	13	48	61	20	8	16	25
Tafe	104	245	279	130	122	97	109	181	98	170	133	145	132	219	317	292	252	219	169	168	193	223	186	168	172
Others	142	173	94	77	87	66	104	123	127	97	110	107	115	135	110	88	50	42	44	35	53	37	10	31	95
<b>Financing type</b>																									
Direct Purchase	46	71	95	50	43	38	382	55	53	81	76	44	46	59	87	118	115	102	75	69	41	133	121	86	61
Lease	275	552	718	259	241	188	5	442	278	297	268	305	368	519	681	438	287	250	283	317	337	209	152	283	331
Mortgages	7	24	15	7	6	2		3	3	2		4	8	13	8	6	6	7	6	9	4	3	5	5	7
<b>Total</b>	<b>328</b>	<b>647</b>	<b>828</b>	<b>316</b>	<b>290</b>	<b>228</b>	<b>387</b>	<b>500</b>	<b>334</b>	<b>380</b>	<b>344</b>	<b>353</b>	<b>422</b>	<b>591</b>	<b>776</b>	<b>562</b>	<b>408</b>	<b>359</b>	<b>364</b>	<b>395</b>	<b>381</b>	<b>345</b>	<b>278</b>	<b>374</b>	<b>399</b>
<b>Financing Share</b>	<b>86.0%</b>	<b>89.0%</b>	<b>88.5%</b>	<b>84.2%</b>	<b>85.2%</b>	<b>83.3%</b>	<b>1.3%</b>	<b>89.0%</b>	<b>84.1%</b>	<b>78.7%</b>	<b>77.9%</b>	<b>87.5%</b>	<b>89.1%</b>	<b>90.0%</b>	<b>88.8%</b>	<b>79.0%</b>	<b>71.8%</b>	<b>71.6%</b>	<b>79.4%</b>	<b>82.5%</b>	<b>89.3%</b>	<b>61.4%</b>	<b>56.5%</b>	<b>77.0%</b>	<b>77.0%</b>



# Others



	2018												2017												2016	
	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Dec	
<b>Ambulance</b>	35	11	21		3	22	8		3	2		2	4	1	2	1	2	3	2	8	3	1	1	1	1	
Brand New	35	11	20		2	20	7		3	2		2	3		1		2	2	2	7	3	1	1	1	1	
Pre-owned			1		1	2	1						1	1	1	1	2	1		1						
<b>Motor Hearse</b>			1				1								2	4										
Brand New																										
Pre-owned			1				1								2	4										
<b>Tractor Trailers</b>	174	141	179	232	268	311	233	242	202	408	303	354	244	205	307	236	401	443	365	338	224	614	395	401		
Brand New	174	141	178	232	268	311	233	242	202	408	303	354	244	205	307	236	401	443	365	338	224	614	395	401		
Pre-owned			1																1	1			1	1		
<b>Loaders</b>	55	55	76	87	110	82	82	123	104	216	100	119	111	137	123	198	146	107	133	135	91	150	153	161		
Brand New	22	12	27	25	35	24	25	21	27	126	18	34	34	48	38	34	53	29	34	39	19	26	38	39		
Pre-owned	33	43	49	62	75	58	57	102	77	90	82	85	77	89	85	104	93	78	99	96	72	124	115	122		
<b>Other</b>	211	269	302	249	495	555	253	247	124	171	158	239	182	140	234	454	317	302	432	288	291	234	167	89	631	
Brand New	158	206	238	155	422	505	209	200	115	118	133	201	158	104	203	430	277	286	402	263	233	200	127	41	511	
Pre-owned	53	63	64	94	73	50	44	47	9	53	25	38	24	36	31	24	40	16	30	25	58	34	40	48	120	
<b>MoM variance</b>																										
Brand New	-21.6%	-10.9%	21.3%	-49.7%	-10.8%	141.6%	4.5%	73.9%	-2.5%	-11.3%	-33.8%	27.2%	51.9%	-48.8%	-52.8%	55.2%	-3.1%	-28.9%	52.9%	12.9%	16.5%	57.5%	209.8%	-92.0%	2.2%	
Pre-owned	-15.9%	-1.6%	-31.9%	28.8%	46.0%	-18.2%	-6.4%	422.2%	-83.0%	112.0%	-34.2%	58.3%	-33.3%	16.1%	29.2%	-40.0%	150.0%	-46.7%	20.0%	-56.9%	70.6%	-15.0%	-16.7%	-60.0%	-2.4%	
<b>YoY variance</b>																										
Brand New		98.1%	17.2%	-64.0%	52.3%	76.6%	-48.0%	-50.2%	-56.3%	-49.4%	-33.5%	58.3%	285.4%	-79.6%	-59.4%	-15.4%	-43.8%	-42.0%	-25.1%	-48.5%	-40.3%	-35.5%	-69.4%	-90.3%	38.9%	
Pre-owned	120.8%	75.0%	106.5%	291.7%	82.5%	212.5%	46.7%	56.7%	-64.0%	-8.6%	-26.5%	-5.0%	-50.0%	-70.0%	-74.8%	-77.1%	-63.3%	-85.3%	-65.9%	-74.7%	-38.3%	-47.7%	-48.7%	-53.8%	69.0%	